

# CBW

**Coach and Bus Week**

The PSV industry's news weekly • 15 March 1997 • Issue 260

# Javelin CHALLENGER

New Volvo lightweight spearheads attack



**ANYONE FOR DENNIS?**

£70 million order for  
British chassis

**ON WITH THE SHOWS**

Sales performances at  
Scania and Kirkby

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## HIGH QUALITY LOW MILEAGE COACHES FROM OUR HIRE FLEET

1995 M EOS 90 49R, toilet, air conditioning  
1995 M DAF SB3000 WS Van Hool Alizee 'H', 51R/Toilet  
1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 51R/Toilet  
1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 55R  
1994 L EOS 90 49R, toilet  
1994 L DAF WS3000 Van Hool Alizee 'H', 51R/Toilet  
1994 L DAF KS3000 Easishift Van Hool Alizee 'H', 51R/Toilet  
1994 L DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1994 L DAF SB3000 Int Retarder, Van Hool Alizee 'DH', 51R/Toilet  
1994 L DAF HS2700 Auto Van Hool Alizee 'H', 51R/Toilet  
1994 L MB230LT Auto Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF KS3000 Auto Van Hool Alizee 'DH', 51R/Toilet  
1993 K DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1993 K DAF SB3000 Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet  
1993 K DAF SM230LT Van Hool Alizee 'H', 51R/Toilet  
1992 J DAF SB2305 Duple 340, 57R  
1992 J DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
1992 J DAF MB230LB Van Hool Alizee 'H', 51R/Toilet  
1992 J DAF MB230 LT Van Hool Alizee 'H', 51R/Toilet  
1991 H DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet  
1990 G MB230LB Van Hool Alizee 'SH', 53R/Toilet

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## BUSES FROM OUR HIRE FLEET

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Paladin, 49 str bus  
1995 M DAF SB220 Auto, Northern Counties  
Paladin, 49 str bus  
1995 M DAF DB250 Auto, Northern Counties  
Palatine II, 77 str double deck bus  
1995 M DENNIS DART Auto, 10M, Plaxton  
Pointer, 40 str bus  
1992 J DAF SB220 Auto, Ikarus Citibus, 48 str bus

1990 G MB230LB Van Hool Alizee 'H'  
1990 G DAF SB3000 Van Hool 'H', 49/Toilet  
1989 F DAF SB2305 Van Hool Alizee 'DH', 53R  
1989 F DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet  
1989 F DAF MB230LT Plaxton 3500, 51R/Toilet  
1989 F DAF MB230LB Plaxton 3500, 52R  
1989 F DAF MB 230LB Plaxton, 51R/Toilet  
1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet  
1988 E DAF SB2300 Duple 340SL, 53R  
1988 E DAF MB230LT Plaxton 3500, 51R/Toilet  
1988 E DAF MB230LB Plaxton 3500, 53R  
**HIGH QUALITY USED COACHES**  
1995 M MERCEDES 709, Autobus Classique, 25 str,  
bus seats  
1993 K MAN, Jonckheere Deauville, 51R/Toilet  
1993 K DAF SB2700 HS, Caetano Algarve, 53R  
1991 (H) DAF SB2305 Plaxton 3200 LD 55R  
1990 G VOLVO B10M Plaxton 3500, 49R/Toilet  
1990 G DAF DHTD Duple 320, 57R  
1990 (G) SB3000 VAN HOOL ALIZEE DH, 51R/toilet,  
air con  
1991 (H) DAF SB2305 Plaxton 3200 LD 55R  
1989 G SCANIA K113 Van Hool Alizee 'SH', 49R/  
Toilet  
1989 F DAF MB230 Van Hool Alizee 'SH', 53R/  
Toilet  
1989 (F) SB3000 VAN HOOL ALIZEE DH, 51R/toilet,  
air con  
1989 (F) VOLVO B10M Van Hool Alizee H, 53R  
1989 PP BOVA FUTURA FHD, 49R/Toilet  
1989 SB3000 Plaxton 3500, 51/Toilet  
1988 VOLVO B10M, Plaxton 3500, 49R/Toilet  
1988 PP BOVA FUTURA FHD, 49R/Toilet  
1988 E DAF SB3000 Van Hool Alizee 'DH', 51R  
Toilet  
1988 E SB3000 Van Hool Alizee SH 49R/Toilet  
1987 E DAF SB2300 Plaxton 3500, 53R, air  
conditioned  
1987 D DAF 2300 Van Hool Alizee 'H', 49R/Toilet  
1987 D DAF SB 230LB Duple 340, 53R  
1987 D VAN HOOL T815 51/toilet

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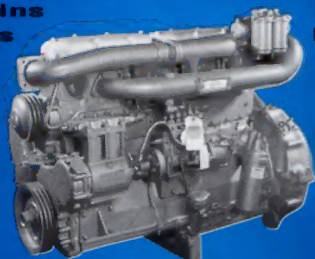
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# Open toppers take the cream

**T**HE many pundits who felt sure they'd seen the last of open-top tour bus competition had clearly not accounted for its profitability.

Last week, Lothian and Dews announced a team assault on Guide Friday's Cambridge tours, and now it's the turn of Pullman Group, The Original London Sightseeing Tour, to remove one of its competitors by the simple expedient of buying it.

Of all bus operations, open-toppers attract attention, and are designed to do so. The late Roger Thompson, Guide Friday's superno, knew the significance of this, and gave a lot of attention to his LPG conversion project, which continues unabated.

The argument is the same for park and ride vehicles; if this industry is to persuade car drivers on to buses, it must ensure their first taste of buses doesn't put them off for life. By the same token, fleets of chopped Optare Spectras wouldn't have the same appeal as Routemasters. The compromise is surely a new heart in an old body.

Open-top buses make money but, if they don't meet the approval of the public and local authorities, they run the risk of oblivion and of tainting the drive to more bus usage. They're a clear case for long-term investment.

■ A SUBSCRIPTION to *CBW* brings you exceptional value for money. Not only do we bring you the PSV industry's leading weekly magazine with the most comprehensive news service and top quality informed features, but we are determined to give our readers added value.

Every month, our coach operator subscribers receive a free



copy of the top-rated tourism magazine, *Coach Tours and Excursions* edited by William Golden, and each year we bring you the highly-acclaimed Coach Industry Awards. And there's more! Just a fortnight after you received a complimentary copy of the comprehensive 1997 *Coach and Bus Guide*, this

week you will receive our second free directory of the year.

*Coach Operator's Handbook 1997* is the definitive guide to helping busy coach companies getting the best out of tour itineraries.



**Mike Morgan,**  
Editor

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Coach and Bus Week ending 15 March 1997



# events

**19 March:** CIT East Anglia meeting — The traffic commissioner and licensing of goods and passenger vehicles, south room, third floor, University centre, Mill Lane, Cambridge, 6.30pm for 7pm. Details from Jeff English on 01603 457348

**19-20 March:** British Travel Trade Fair '97, Hall 9, NEC, Birmingham. Pre-register by phoning the Ticket Hotline on 01926 435843

**20 March:** CTC seminar 'Coaching into the Millennium' at BTTF. Space limited so book by calling Rupinder Heir on 0181 910 7961

**25 March:** Omnibus Society meeting, LT HQ, 55 Broadway, London SW1. Gavin Booth, 1986 and all that: 10 years of deregulation. Details from Barry Le Jeune on 0171 918 3295

**9 April:** Remaking The Countryside, Royal Town Planning Institute, Northern branch meeting at Northumberland County Hall. Details on 0191 222 7812

**10 April:** Buses Worldwide meeting, Fred Tallant Hall, 153 Drummond Street, London NW1, 7pm. Details from Ian Johnston, 3 Cypress Drive, Fleet, Hants GU13 9HE

**14/15 April:** Smart Cards in Transport, Implementation and Development Conference, The Selfridge Hotel, London. Details on 0181 743 8787, fax 0181 740 1717

**17/18 April:** 21st Nottingham Conference and Exhibition - Influencing the Transport Decisions. University of Nottingham. Speakers include Neil Kinnock. Details, fax 01223 881604

**19-20 April:** UK Coach Rally, Brighton. Details from Ann or Paul Cousins of Coach Displays Ltd on 0181 581 0049. Trade inquiries contact Mark Griffin on 01926 888123

**22-24 April:** Traffex 1997 Conference — Challenges for the Millennium, National Exhibition Centre, Birmingham. Details from Lisette Westerhuis on 0181 741 1516, fax 0181 741 5993

**25 April:** Omnibus Society meeting, LT HQ, 55 Broadway, London SW1. Thomas Knowles, Lancaster Buses. Details from Barry Le Jeune on 0171 918 3295

**10-11 May:** Greater Manchester Museum of Transport reunion of Stockport Corporation transport department workers and old buses. Contact Steve Lord at the museum on 0121 722 4649

## Coach and Bus

### Cowie coins in the cash

COWIE Group has made record profits, up 46 per cent to £81.2 million before tax, and has hinted at moving towards an all-DAF Bus fleet to support its subsidiary Hughes DAF.

The top-earning division was Cowie finance, which generated £34.8 million (1995:£33.1 million) profit on turnover of £248 million (£225 million).

But London and Home Counties bus operations increased profit 49 per cent to £14.9 million (1995: £10 million) and turnover was up to £114 million (£96 million) to give a 13.1 per cent mar-



**Gordon Hodgson: standardising bus specs**

gin. In the five months since acquisition, British Bus generated £11.1 million, and North East Bus £1.8 million. Total profit from bus operations was £30.4 million.

Hughes DAF recorded pre-tax profits of £3.31 million, up by around £100,000, on turnover of £24.7 million, up by

£200,000 on 1995. The major contributor was Hughes DAF's finance operation and rental fleet, the latter growing from 556 vehicles to 589.

"We are now in a position to standardise bus specification across all of our bus operating companies," said chief executive Gordon Hodgson.

## News Digest+++News Digest+++

■ **OXFORD Bus Company** is joining the forward thinking companies who are putting their services on the Internet. Six pages of information include timetables, faretables and advice for passengers, covering Cityline, Park & Ride and Citylink services. Its website home page is <http://www.oxfordbus.co.uk>.

■ **ISLE of Wight-based** Southern Vectis - the bus operator whose diversified interests include Southampton bus subsidiary Solent

Blue Line, tour operator Vikki Osborne, oil pollution control equipment specialist Vikoma, fast ferry seat manufacturer Air Vehicles, and production of the *Great Britain Bus Timetable* - generated turnover of £12.7 million and a post-tax profit of £561,000 for the six months to 31 October 1996.

■ **Q-DRIVE Coaches**, trading as Limebourne, has added to its bus portfolio, having picked-up the 156 service currently run by London General. Low-floor

buses will replace deckers. However, London General has retained five of the six south west London routes reallocated in this latest round of five-year London Transport Buses' tenders. Managing director of the Go-Ahead subsidiary, Keith Ludeman, described this retention of 15 per cent of its business as a "first class result."

■ **UNIPART Rail Holdings** has bought Railpart, British Rail's Doncaster-based train spares subsidiary.



"VERY GENEROUS - LOTTERY WINNER?"  
"NO, TRAIN LEASING DIRECTOR"

## Bus

### 'Robin Hood' robber jailed

THE man who gave a £1,100 tip to a Scottish bus driver has been jailed for three years after being convicted of theft. Odd-job man Stephen McDermott fled north last year after stealing £45,000 from a house he had been decorating. He then turned into a modern-day Robin Hood, lavishing money while claiming to be a National Lottery millionaire.

## Coach and Bus

### Blue

LONDON Coaches has bought out competing Blue Triangle, which ran open-top tours around the capital.

The 19-vehicle operation, run as a partnership by Roger Wright and Mick Biddell, has two important departure points on the tour circuit, and had run profitably for more than six years against the three biggest - The Original London Sightseeing Tour run by London Coaches, Richard Maybury's Big Bus Company, and London Pride.

"It may have earned Mr Wright and Mr Biddell

## Coach and Bus

### Chinese-b

A CHINESE-BACKED investment and travel group has taken a 20 per cent stake in Citybus, one of four franchised bus operators in Hong Kong.

In a complex share-based deal, China Travel International Investment Hong Kong (CTI) is paying HK\$487 million (more than £39 million) for the stake. Citybus was floated on the

### Dennis win

DENNIS has won a further £70 million worth of new bus orders from three of Hong Kong's biggest operators.

The orders are for a total of 421 double deckers, a mixture of Dennis' new Trident tri-axle, low floor and the conventional Dragon. Most will carry high-spec, air-conditioned bodies built by Dennis sister company Duple Metsec. The remainder will be bodied by Alexander.

Kowloon Motor Bus, the colony's largest operator, is adding 350 Tridents and Dragons to its existing 1,600-strong Dennis fleet -



# Triangle bought by rival

## London Coaches snaps up op

by Mark Williams

a good living," said Phillip Hunt, finance director for London Coaches' parent Pullman Group. "But we believe we can make it even more profitable."

The red and cream-liveried fleet, a variety of vehicle types, will be repainted and used short-term while Pullman equips its favoured Metrobuses with a demountable, half-top roof and computerised multi-lingual commentary machinery.

"We will be phasing them out and replacing them as the season progresses," said Mr Hunt. "They will expand our sightseeing fleet to 70 vehicles, all based at Wandsworth."

Mr Hunt said Pullman was particularly proud of the condition of its vehicles, including a number of open-top Routemasters, though he recognised the focus of low-emission technology.

It is still investigating gas fuels in response to environmental con-



## London Coaches takeover puts more originality on London's streets

cerns in London, but says that none so far meets its requirements.

Blue Triangle's partners are to continue in the PSV industry, but have

agreed to stay out of London sightseeing for a contracted period.

## acked group buys a stake in Citybus

Hong Kong stock exchange last November. The share offer, which was 18 times over subscribed, capitalised the company at over HK\$2 billion. Since then Citybus shares have more than doubled in price to around HK\$3.30.

CTI and Citybus have also agreed to set up a joint venture called CTS Citybus to promote and develop

long-distance services into China. This new venture will take over existing cross-border services run by both companies. Total investment in the joint venture company is HK\$100 million.

CTI takes a 10 per cent stake in Citybus by buying a new placement of shares at a discount to market rate. CTI will effectively take a further 10 per cent

indirectly by paying CNT Group HK\$240.45 million for a 19.1 per cent stake in CNT's controlling interest in Citybus.

CNT is owned by Chinese millionaire TT Tsui and retained 57.6 per cent in Citybus after its flotation last year. The deal is expected to allow Citybus to better exploit opportunities in China and allow it to

expand existing networks.

Citybus is largely British managed and run by Welsh managing director, Lyndon Rees, who has steered it through an amazingly steep growth curve since CNT took control of the group in 1991. Last year, Citybus carried over 139 million passengers.

■ Hong Kong: public transport paradise, pages 26-29

## A threat from MAN

DENNIS' dominance of the Hong Kong low-floor double-deck bus market could be broken this year if trials of a German-built MAN by one of the colony's most go-ahead operators prove successful.

Hong Kong Citybus is to trial an MAN tri-axle low-floor double decker this Summer. The ND202 decker will be bodied in Australia by Brisbane-based Volgren.

Speaking in Hong Kong at a presentation to British bus operators on the latest CBW study trip, Citybus managing director, Lyndon Rees, said the decision to turn to Germany was partly political and partly strategic: "When the colony is handed back to the Chinese, I expect there will be a sort of anti-British backlash."

"We currently have only one supplier of low-floor buses and we want dual sourcing."

During the 1990s Citybus has led the way in new vehicle investment and pioneered the use of air conditioning on franchised city services in Hong Kong.

## s further £70 million of Hong Kong orders

the biggest in the world. KMB operates over 3,000 buses. The Tridents will be used on new services to the new Hong Kong airport, due to open in April 1998.

Citybus has also ordered Tridents - to be fitted with Metsec bodies by Salvador Caetano in Portugal - and China Motor Bus is taking Dragons.

Sales and marketing director, Roger Heard, said the orders marked the beginning of a Dennis push into the rapidly-growing mainland China market: "We have over the last two decades established

ourselves as one of the major suppliers of buses to Hong Kong."

The Tridents, which are flat floor up until the rear axles, and Dragons

are the first European-built buses to be fitted with the new Cummins M11 low-emission Euro 2 engine. It is rated at 305bhp in Trident, driving through

either a Voith or ZF automatic gearbox, and 250bhp in Dragon, driving through Voith. Chassis deliveries from Guildford start next month, with completed buses taking to Hong Kong's hectic streets later this year.

■ VOLVO announced orders worth £65 million for over 500 British-built three-axle Olympian deckers for KMB, Citybus and Singapore Bus Service last October.

Of those, 340 were headed for Hong Kong, where Volvo claims 70 per cent of the double-deck market.



## KMB adding 350 vehicles to existing fleet



## In brief

## Cliffhanger

THREE pensioners were detained overnight in a Fort William hospital after collision with a lorry in Glencoe. Part of the front of the vehicle, from Scarlet Band Coaches in County Durham, was left hanging over a 50 ft drop into a gorge. A back window was broken to enable some passengers to escape via the rear of the coach. Driver Barry Palmer sustained a dislocated shoulder and fractured elbow.

## Burnt out

A EUROLINES' Vienna express service was halted when the vehicle caught fire on the return leg of its journey, in Germany. Though all passengers were successfully evacuated, many lost the luggage in the blaze.

## Safety moan

COMFY Lux Travel of Bristol was criticised after its driver had halted a journey through safety concerns. The concert trip had reached Fleet Services when the driver noticed loose wheel nuts on a routine walk-round inspection, and decided to call for a replacement vehicle. But passengers are now demanding compensation.

## Belgian buses

BERKHOF is celebrating an order for 115 citybuses by Belgian operator Walloon Public Transport Company (SRWT). The order, worth 35 million guilders, is for N2000-type buses with DAF engines. Recent Belgian deliveries from Berkhof include 60 for Brussels and 83 for De Lijn bus company.

## LDV offer

LDV is offering its Convoy minibus in a package deal to charities, extending a finance service it already offers to schools. The deal includes driver training, livery kit, belted seats, 100,000 mile warranty and low-cost insurance. Price of the vehicles is 'well below retail' says LDV.

## ▼ Coach and Bus

## Coaches are down but buses rising

## Early indicators of market shift?

by Mark Williams

IT'S too early to spot trends in coach and bus registrations for the year, but February's deliveries suggest a declining coach market and a lift for bussing.

As last year's orders filter through to the dealerships, the total registrations have dipped. The February total's down just six vehicles to 240, but the first two months of the year are down 42 vehicles to 506.

In the coach figures, Volvo's deliveries have dipped significantly, though the B10M still has

the lion's share of the marketplace. Dennis' Javelin sales are holding steady, as are Scania's. Bus deliveries reflect some of last year's big orders, with Volvo-chassis buses in the ascendancy, Dennis' Dart sales holding up, and Optare still showing the gains it made last year.

The split of sales between classes of vehicle underlines the pattern. They were: Midibus, 30 vehicles; single-deck bus, 94; double-deck bus, 23; single-deck coach, 80; and double-deck coach, 13.

In January, there were 50 more buses registered but 35 fewer

## COACH AND BUS REGISTRATIONS

	February		Year to Date			
	1997	1996	1997	%	1996	%
Volvo	124	126	261	51.6	287	52.4
Dennis	57	72	134	26.5	133	24.3
Scania	12	20	18	3.6	45	8.2
Optare	18	0	45	8.9	32	5.8
DAF Bus	0	3	0	0.0	9	1.6
Bova	5	2	5	1.0	3	0.5
Others	24	23	43	8.5	39	7.1
Totals	240	246	506	100.0	548	100.0

## COACH REGISTRATIONS

	February		Year to Date			
	1997	1996	1997	%	1996	%
Volvo	50	78	77	54.6	153	69.9
Dennis	9	14	19	13.5	21	9.6
Scania	12	9	15	10.6	16	7.3
DAF Bus	0	0	0	0.0	1	0.5
Bova	5	2	5	3.5	3	1.4
Others	17	10	25	17.7	25	11.4
Totals	93	113	141	100.0	219	100.0

## BUS REGISTRATIONS

	February		Year to Date			
	1997	1996	1997	%	1996	%
Volvo	74	48	184	50.4	134	40.7
Dennis	48	58	115	31.5	112	34.0
Scania	0	11	3	0.8	29	8.8
Optare	18	0	45	12.3	32	9.7
DAF Bus	0	3	0	0.0	8	2.4
Others	7	13	18	4.9	14	4.3
Totals	147	133	365	100.0	329	100.0

The above table details all vehicles on designated PSV underframes registered last month in Great Britain, Northern Ireland, the Isle of Man and Channel Islands. Source: SMMT

coaches, but March registrations may show a reversal of this trend as coach operators take their vehi-

cles in readiness for the tourism season, with a coach registration peak in April.

## ▼ Coach

## National Holidays relaunched by EYMS

EAST Yorkshire Travel's growing coach tour business has been rebranded as National Holidays, resurrecting the brand name first spawned by the National Bus Company in the 1970s, and latterly used by Shearings until its restructuring in 1992.

EYT officially changed its name to National Holidays Limited at the beginning of the year, although it has only just launched its new holiday brochures and fleet livery. The change is designed to help promote a more readily identifiable common branding for the company's coach holidays, which now operate from depots in Hull, Stockton, North Shields and Manchester.

The new livery will still carry the names of the former companies like Armstrong Galley, on vehicles - but the common livery will be orange bands, where red bands are at pre-



Old name but new livery for big tour fleet

sent on a stock white base, with a new logo in the form of a rosette ribbon which features sky, sand and sea in orange and blue.

Four main season area brochures have been launched offering 2,800 departures, with about 140,000 seats. The company concentrates on the UK market, although Southern Ireland and a few continental destinations have been added this year.

National Holidays now claims to be England's third largest holiday tour coach operator, having seen its business grow from 8,000 passengers five years ago to just over 100,000 in 1996.

National Holidays' present fleet of 64 coaches was recently augmented by the purchase of Newcastle-based Armstrong Galley, which will soon be moved to the former Hollings premises at North Shields.

This followed the takeover of Charterplan Manchester during the Summer. The current fleet will be updated by the purchase of over 20 newer but secondhand coaches, which will replace non-standard coaches acquired over the years. A fleet size of 70 vehicles is envisaged by Summer.

Md Graham Rogers said bookings were already 35 per cent up on last year.

CBW





# The Business... as usual.

The Metrorider is the bus to beat. With over 3,000 in service all over the world it is widely regarded as way ahead of any vehicle in its class. In short... it's the business.

In its latest form Metrorider 4 offers state of the art technology and engineering, featuring a lower floor. With heavy duty mechanical components, the Metrorider 4 is built for durability in all operating

conditions. A new, optional, easy clean hard trim interior finish makes maintenance easier too.

Metrorider 4 comes in three lengths and two widths. Its integral construction offers optimum comfort for passengers and an optional enlarged driver's compartment makes it extremely rewarding and safe to drive.

Another superior vehicle, from Optare, as usual.



**OPTIMUM, THAT'S OPTARE**





Seven vehicles sold new at Workstop dealer's open day

▼ Coach

## Scania sells at show

A RACING car with the Schumacher name on it, and a display of front line in quality vehicles brought dealer Scania Coach Sales of Workstop plenty of visitors during its show.

One man dropping by was Dave Fletcher, proprietor of B&D Travel of Southport, whose reason for driving the two hours from Lancashire was to gauge both second-hand and new markets.

"To be perfectly frank, I don't know quite what I'm looking for yet," he said. "Whatever it is, it must be air conditioned."

Mr Fletcher is buying

because prices for his tour work last year have firmed up well, and wants air-conditioning because of the 10 to 15 per cent premium which can be attached.

"There's less of a problem getting a good price for work. I have a religious tour company which gives me a lot of work, and they're prepared to pay for quality. And it's not just tour professionals - I believe the public is far more discerning."

During the three days, Scania Coach Sales sold seven new, mostly Irizaras, with a lot of interest in the wide range of second-hand coaches in the yard.

▼ Coach

# Kirkby optimistic after open days

Five hundred visitors to Anston site

by Mark Williams

KIRKBY'S eleventh-hour decision to go ahead with a revival of its Spring open days proved its worth last week, with 500 visitors to the Anston site.

"We'd been planning something like this for some time, but the final decision didn't happen until mid-January," said Kirkby's general manager Glynn McKenzie. "It's been a great success. All the major players have come, and we've been pleased to welcome operators who haven't been at Kirkby for six or seven years."

Mr McKenzie said changes at Anston - which now mean it encompasses sales, service and leasing - had been news to some operators, and sales of 18 new and 22 used vehicles during the show were encouraging signs. Among new orders were two Excaburs on B10M for Dovers Coaches, of Hetton-le-Hole, an Excabur on Javelin GX for Ulster-based OK Luxury, and a Premiere Javelin for Moores of Congleton.

"There's no doubt sales aren't as seasonal as they used to be, and the Spring period can be very good. Smaller, private operators don't feel they need to order vehicles in advance."

Selling second-hand, late vehicles has become more of an art form, Mr McKenzie said: "We've tried to ensure there's plenty of variety in the yard, by altering seating and equipment," he said. "We've even retro-fitted air-conditioning... it's in great demand."

"The industry appears to be having a good time at the moment, with a lot more positive attitude to the coming season. At Kirkby, we are looking forward to growth in our hire fleet - which was 100-plus vehicles last year."

On display in the yard and in the marquee at the show were a range of new vehicles due for delivery, with entertainment from a jazz band, an artist caricaturing operators, and lunches for the visitors.

CBW

## Regional Round-up+++Regional Round-up+++Region



▼ Tyne and Wear

### New-age stop

THE PTA in Tyne and Wear, Nexus, has been given the go-ahead by the Department of Transport for bus stop signs which do not have the statutory pictograph of a single-deck bus, and has taken the opportunity to modernise its signs.

Nexus' stop displays have an easy-to-read timetable and route information (left), allied with new bus stops to improve bus patronage.

▼ Cornwall

### Low-floor aid

TRURORIAN has successfully applied for £190,000 in Rural Development Commission grants for low-floor buses.

The Rural Transport Development Fund subsidy will go towards four buses being used on a 51-mile

route from St Agnes to The Lizard, via Truro and Helston. It follows another Trurorian project which revitalised several isolated parts of Cornwall.

The Department of Transport is to monitor the project as part of its study for the implementation of the Disability Discrimination Act 1995.

▼ Manchester

### Metro winner

METROLINK is a roaring success say two studies sponsored by Greater Manchester PTA.

Consultancy Oscar Faber and Salford University both reached the conclusion that the light-rail link has attracted car drivers, and has reduced traffic, pollution and accidents to a significant degree.

"The results of these studies will assist further in strengthening

the authority's case for more investment," said chair of the PTA policy committee, Stan Stinkis.

▼ Hampshire

### Fare deal results

HAMPSHIRE County Council says the results of a marketing and fares initiative last Summer brought mixed results.

The attraction of reduced fares and marketing doubled bus patronage in areas where buses are seldom used by residents, but reduced car usage by only three per cent. Shopping trips trebled, but commuters stuck with their cars.

"The trial has raised the profile of bus services and highlighted the importance of good quality information," said councillor David Clark.





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▼ **Coach and Bus**

# School contracts freeze

## Suspension after three children hospitalised

by Michael Jewell

TWO school contracts operated by Stuarts Bus & Coach Co Ltd, of Dukinfield, Cheshire, have been suspended following two incidents which have left three schoolchildren in hospital.

A 14-year-old girl was left dangling by her ankle when she fell through the window of a moving bus, leaving her with a broken ankle and back, and rib and shoulder injuries.

The day before two children suffered minor injuries when a double decker bus was "peeled open like a sardine can" by an overhanging tree on Humphrey Lane, Stretford, in Manchester.

Greater Manchester PTE suspended the con-

tracts, one in Tameside and one in Stretford, held by the company after it was revealed the decker should not have been used on the Stretford route.

The vehicle was subsequently given an immediate prohibition by a DoT examiner for defective brakes, a loose window, an air leak and a defective emergency stop button.

Only days before, the company's O-licence authorisation was halved after a Manchester disciplinary inquiry heard public safety had been jeopardised over a sustained period because of the poor condition of the company's vehicles.

In cutting the autho-

risation from 20 to 10 vehicles, North Western deputy traffic commissioner Brian Horner said it was clear the company had been managed very badly. Even now he was not satisfied the new maintenance system was fully implemented and working properly.

The company had shown a shameful lack of responsibility in regard to the operation of safe vehicles. Its record over the last five years had been disgraceful. He directed that a further full fleet check be carried out after the result of pending prosecutions for using vehicles on the road in an unsafe condition was known.

■ **Full report in Legal News, next week**



Space in Shuttle for six FlightPath passengers

▼ **Coach**

## New FlightPath service launched

SOUTH Wales Transport launched its new FlightPath service linking Swansea and Cardiff Airport on St David's Day. The shuttle service uses Ford Galaxy people movers with trailers on a 90-minute frequency throughout the day. Fares of £14 return include free travel on SWT buses to Quadrant Bus Station.

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▼ **Coach**

# Mega buys Volvo for the tourists

FLUCTUATIONS in inbound tourism to South Africa reflect the traveller's perception of personal safety. Johannesburg's reputation as one of the most dangerous cities is reinforced by high levels of crime, including car hijackings and shootings together with attacks on property which threaten to make the central business district a no-go area.

Nevertheless the country is making a determined effort to grow tourism with such developments as the Waterfront in Cape Town, the Gold Reef City in Johannesburg and its ambitions to host the Olympic Games in 2004.

Among the country's coach companies looking for growth out of tourism - up eight per cent year-on-



**Looking for growth: Mega coach uses Volvo B12Rs for top-line work**

year - is 260-vehicle Unitrans-owned Mega Coach and Bus. Its fleet is largely made up of Mercedes-Benz front-engined contract vehicles used for workers and school children.

Mega said the company had turned to Volvo for its tourist coaches. As a relative newcomer to the country through importer, Swedish Truck Distributors, Volvo had impressed Mega with its willingness to support the operator... and the brand was recognised by customers in countries

such as the UK which accounts for 18 per cent of South Africa's incoming tourists.

Typical new five star coaches with Neulux air-conditioned body on B12 chassis cost between £200,000 and £220,000 and drivers are paid up to £650 a month. Volvo B10M and B12R are preferred.

Unlike some other African countries, South Africa's visitors expect high-levels of comfort, but with only 10 per cent of South Africa's roads surfaced these vehicles have

restricted applications.

The coach business is acutely seasonal with peaks in October/November and February/March/April.

Mega says that the trends are towards smaller groups making full-size coaches less attractive... the exception being the Far East market, and the company is focusing its marketing effort in this area. Small group tours are being planned as Mega joins the growing ranks of companies buying mid-sized coaches.

▼ **Coach**

# Volvo cheap

VOLVO chose South Africa to launch its new multi-purpose B7R, signalling the Swedish manufacturer's determination to fill niches in World markets while giving it a lighter chassis to challenge the Dennis Javelin in the UK.

B7R has rear-mounted 6.7 litre D7 engine which is a Euro 2 derivative of the unit fitted in the Volvo Ailsa front-engined decker. It is 500kg lighter than the top-selling mid-engined B10M, is expected to be around 10 per cent cheaper and is an addition to the Volvo range of 12-metre chassis. Options, making it suitable for a wide range of applications, include transit chassis which is cut by the body-builder, giving a wheelbase to suit 11-metre of 10.5 metre bodywork.

Sandy Glennie, Volvo Bus managing director, said first production right-hand drive B7R are scheduled to come off the line at Volvo's Boras plant in Sweden this Summer. He confirmed that as a high-framed chassis it will carry basic-spec 3.2

▼ **Bus and Taxi**

# Depressed market deprived of new vehicles

IN a breakfast interview with deputy regional transport minister, Sibusiso Butheleze, CBW learned of Government plans to bring control to the wayward taxi operators while recognising the role of this low-cost service in the South Africa Government's plans to

improve the transport infrastructure.

Typically, costs have been escalating out of control, subsidies too high, investment underfunded and imports restricted by the country's depreciated currency.

At its peak, the South African market absorbed 2,500 new coaches and buses. Last year this fell to 600, including just 100 tourist coaches, in a vehicle parc of around 30,000 vehicles. This in itself is below comparable figures in neighbouring Zimbabwe and if the ratio of PSVs to size of population mirrored the UK, there would be 45,000 coaches and buses in SA.

Recognising the problems, Mr Butheleze said that key challenge was to form a consortium involving a manufacturer prepared to build vehicles in South Africa. So far the most likely candidate is Tata of India for the supply of 30-seat minibuses.

Mr Butheleze said that these vehicles would be classed as taxis, increasing capacity on the country's taxi services which carry more than 50 per cent of commuters in the Gauteng province. Yet more than half the taxis' drivers have no licence, the vehicles are poorly maintained and few have

the necessary permit.

Consequently he says Government is determined to legalise the illegal. First step is registration by the 200 taxi association. By August, route-based permits will be issued.

He confessed that some of the country's bus operators were openly objecting to the prospect of 30-seat taxis which will inevitably conflict with some bus services. However, he said the taxi services had to be improved "because we have more cars than we can afford".

Meanwhile, the country's bus industry is struggling to finance fleet replacement. Mr Butheleze accused coach and bus company managers of failing to take a long-term view when ordering vehicles in the past. A luxury coach, for example, is an expensive option with no life after 20 years.

Problems in the Government-owned Johannesburg bus company surfaced when officials moved in to rationalise services. Mr Butheleze said that the aim was to run buses where passengers wanted to go. However, he claims that some data was either not available or incomplete as some managers "ran away".



**Butheleze: a challenge ahead**

▼ **Bus and Taxi**

# A town wh

THE challenge facing South Africa is brought into sharp focus during a visit to Soweto, the south west Johannesburg township which caught worldwide headlines when rioting brought life to a standstill in 1976.

Soweto is home to Archbishop Desmond Tutu and the house where Nelson Mandela was under arrest stands as a permanent reminder of the disturbances.

This sprawling urban area is home to 3.5



# B7R - lighter and er for small fleets

## Niche markets are the declared battleground

by Mike Morgan

metre coachwork suitable for smaller operators. Despite Volvo's extensive range of options for other markets, UK B7Rs will be a standardised air-sprung chassis with ZF manual or automatic gearbox. A Telma retarder will be included.

Production at the Irvine plant in Scotland is at

least two years away says Mr Glennie. He promised a special package geared specifically to the needs of operators for whom the B10M is over-specified. This package will include Volvo Finance-backed leasing options, giving the choice of five or seven year schemes with pence per mile costings and guaranteed residual value.

While niche sectors

are the declared battle ground most UK B7Rs will be for general-purpose coaching. However, it will be attractive to the embryo specialist school bus market or for high-quality small-capacity applications where a short B7R could make economic sense.

B7's UK debut at the NEC coach and bus show this Autumn is almost certain to feature Plaxton Pre-



## No-frills Camo Minerva shows B7R potential

miere 53-seat bodywork but prototype vehicles at the Cape Town press launch demonstrated the type of applications envisaged for this versatile chassis.

From Portugal's Camo came no-frills 51-seat Minerva with dual exit, single-glazing and top sliders. It was fitted with G8-EGS gearbox and air-suspension, giving it good ride qualities but inadequate insulation failed to disguise engine and transmission noise.

The struggling South African home market was represented by the first coach body from local Volvo importer, Swedish Truck Distributors. A recent order for 240 heavy duty front-

engine B7F buses in Zimbabwe confirms Volvo's growing presence in the area and 100 B10M buses have been supplied to the Johannesburg bus company.

Meanwhile South Africa coach companies such as Springbok Atlas and Mega Coach & Bus have turned to B10M and B12R for growing tourist market. The more versatile B7R is thought to have potential as an intercity coach - its more basic specification being better suited to the country's operating conditions.

Consequently the Swedish Truck Distributor's stylish body combines with manual gearbox and parabolic springs.

## VOLVO B7R SPECIFICATION

Engine:	rear-mounted Volvo six-cylinder D7
Capacity:	6.7 litres
Output:	230bhp/260bhp/285bhp
Torque:	608LBf.ft/811LBf.ft/885LBf.ft
Gearbox:	ZF S6-85/ Volvo G8-EGS/Volvo G8-MGS/ZF 4HP500/Voith D863.3
Clutch:	400mm single dry plate
Rear Axle:	5.43:1/4.87:1/4.30:1/4.25:1/3.78:1
Brakes:	S-cam air brakes with separate circuits to front and rear
Steering:	power assisted with 500mm steering wheel adjustable for height and rake
Suspension:	air suspension with 6.5 tonne front axle and 11.5 tonne rear axle
	parabolic springs are optional
Tyres:	295/80R22.5
Options:	Telma 191 (S6-85) or 2200 (G8-MGS)
	180mm drop frame at front door
	exhaust brake
	speed limiter
	ABS



## ere taxis rule the day

million black South Africans. High levels of deprivation have caught media attention yet community pride is high and in a bizarre twist the township hosts groups of inquisitive foreign tourists who are shown the hostels for migrants from the homelands; Baragwanath, the Southern Hemisphere's largest hospital; the central market place; and, lunch at Wandy's Bar.

Nevertheless, Soweto still has only one slip road from the main north/south

motorway and a patently inadequate bus service. Public transport consists of the Metro railway link and 20,000 unregulated taxis.

All the taxis are minibuses adapted to carry 16 passengers - the equivalent Toyota or VW vehicle would normally carry eight passengers in the UK.

Half of the taxis are unregistered and the whole network of services is believed to be run by around 200 cooperatives controlled by Mafia-type bosses.



No room for the bus: unregulated public transport, Soweto style



▼ UK

# Informative, but entertaining, too

OPERATORS visiting British Travel Trade Fair '97 in Birmingham next week can look forward to some entertainment between business meetings.

A jazz band will mark the opening of the event, followed by a song from Darren Day, star of the musical *Summer Holiday*.

The central stage will see a line-up of music and sketches by exhibitors, including a 'Roman Road Show' from the Hadrian's Wall Tourism Partnership and a celebration of 40 years of the Cavern Club from Merseyside Tourism.

Many stands have promotions, competitions and business card draws, with prizes ranging from weekend breaks to cases of wine.

New this year, the British Travel Trade Fair Prize Draw is open to pre-registered buyers and is well worth entering - prizes include first-class tickets on the Ffestiniog Railway and seven nights B&B for two people at any hotel in the Scottish Highland Hotels group. The country's major hotel groups are, as usual, taking stands but this year there

## Jazz band playing at top event

by Bill Golden

will be more independent hotels and small to medium-sized hotel groups, some of which are making their first appearance.

One of these is Menzies Hotels, the group that has recently doubled in

lands and the Clifton Hotels in Cumbria.

British Travel Trade Fair is the place to hear about extensions, renovations and investment in new hotels nationwide. Macdonald Hotels, for example, has recently refurbished six of its 22 properties and is spending



Many stands at this year's BTTF will have promotions

size, with 19 properties throughout England. Other newcomers are the Classic Scotland group of independent hotels, Regal Hotels and several universities. Lakeland Inns has taken a stand for the first time to let the trade know it now operates the West-

£3 million on extending the Last Drop Village Hotel in Bolton. Seymour Hotels is adding new facilities at the Merton Hotel, Jersey, for the Summer season and Warner Holidays is opening two new properties - Nidd Hall near Harrogate and Littlecote in Berkshire.



Anyone wanting an update on the latest computer systems and what's happening on the Internet can call in at the Technology Clinic for free advice. Places are still available for some of the free seminars, including 'Coaching Into the Millennium' being staged in association with the Coach Tourism Council and the Confederation of Passenger Transport on Thursday 19 March from 2.30 to 4pm. Phone Rupinder Heir on 0181 910 7961 to book your place.

British Travel Trade Fair '97 is organised by Reed Exhibition Companies on behalf of the English, Northern Ireland, Scottish and Wales Tourist Boards and the British Tourist Authority. Opening times: 10am - 6pm on Wednesday 19 March, 10am to 5pm on Thursday 20 March, in Hall 9 at the NEC, Birmingham. There is no admission charge.

▼ Europe

## Return to Le Shuttle

EUROLINES returns to Le Shuttle next month as the Eurotunnel passenger train service covers lost ground in the wake of the lorry fire earlier this year.

The week beginning 10 February saw Le Shuttle's best year-to-date figures with as many coaches being carried during the week as were carried during the equivalent period last year.

Eurolines reintroduces its Paris express service via Le Shuttle with effect from 1 April. An express daytime service to Amsterdam using Le Shuttle will be introduced from the end of June.

Meanwhile, Euro-lines has embarked on an £86,000 campaign to promote services to more than 30 destinations in Ireland served through Rosslare, having switched to the Irish Ferries service from Pembroke.

The new agreement follows the move of Irish Ferries' 22,000 tonnes superferry, Isle of Innisfree, on to the route.

Eurolines expects to boost traffic by 20 per cent from the current level of 250 passengers per day via Rosslare in peak season. **CEW**

## Eurowatch

### WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	9C/48F	Madrid	18C/64F
Athens	18C/64F	Oslo	4F/39F
Berlin	12C/54F	Paris	9C/48F
Brussels	11C/52F	Rome	15C/59F
Dublin	9C/48F	Stockholm	8C/46F
Lisbon	21C/70F	Vienna	9C/48F
Luxembourg	9C/48F	Zurich	15/59F

### DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.51	Luxembourg	0.43
Belgium	0.51	Netherlands	0.52
Eire	0.56	Norway	0.70
France	0.51	Portugal	0.44
Germany	0.49	Spain	0.44
Greece	0.41	Sweden	0.55
Italy	0.57	Switzerland	0.57

(Courtesy AA Roadwatch)

### HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	18.90 Sch/£	Italy	2,696 Lire/£
Belgium	55.40 BFr/£	Netherlands	3.0225 Gld/£
Denmark	10.31 K/£	Norway	10.93 NKr/£
Eire	1 Punt/£	Portugal	269 Es/£
France	9.04 F/£	Spain	226 Pta/£
Germany	2.70 DM/£	Sweden	12.14 SKr/£
Greece	424 D/£	Switzerland	2.33 SFr/£



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## ▼ Maintenance

### Husband's operation allowed to continue

**THOUGH** Blaenavon coach operator Eileen Hewitt surrendered her O-licence before South Wales traffic commissioner John Mervyn Pugh, her husband Colin has subsequently been allowed to continue in operation.

The commissioner had adjourned consideration of disciplinary action against both Mrs Hewitt, who trades as C&E Travel, of Mount Durand, The Firs, Llanover Road, Blaenavon, Gwent, and her husband, who trades as EC Tours, from the same address, operating four vehicles between them. Mrs Hewitt was the nominated transport manager on her husband's O-licence (CBW, 8 March).

As the proposed transport manager on the licence held by Mr Hewitt, Karen Hewitt, who is no relation, failed to attend the hearing at which Mrs Hewitt surrendered her licence, the commissioner once again adjourned the proceedings in relation to Mr Hewitt for her attendance.

Transport consultant David Cocks said that, meanwhile, he would agree to act as transport manager but not for longer than two weeks. He would not have volunteered unless he knew the system of maintenance he had put in place was working.

In accepting the surrender of Mrs Hewitt's licence, Mr Pugh said he wanted her to understand that what he was doing was a bit irregular but he was trying to save the business of Mr Hewitt.

He said Mrs Hewitt was a conscientious person but she had failed in her duties as transport manager. If Mr Hewitt was allowed to continue in business there would have

to be a totally new regime and a new transport manager in place. "But," said Mr Pugh, "if there are any more prohibition notices it is goodbye, you might as well put your hands up."

Mr Pugh said it was to be understood the proposed increase in vehicle authorisation on Mr Hewitt's licence was a tidying up exercise and Mrs Hewitt must have no control whatsoever.

The commissioner reconvened the proceedings five days later after Mr Hewitt was able to contact Karen Hewitt and she agreed to attend.

Ms Hewitt who, at one time, was an operator in her own right, told the commissioner she was prepared to act as Mr Hewitt's transport manager.

Mr Pugh emphasised to Ms Hewitt she had to understand that, if any more prohibition notices endorsed as showing a significant maintenance failure were imposed on Mr Hewitt's vehicles, her own good reputation would be in jeopardy.

Ms Hewitt said she was prepared to undertake that risk. She was in Mr and Mrs Hewitt's yard two or three times a week and she used their premises.

Taking no action against Mr Hewitt's licence, and granting the authorisation increase, Mr Pugh said the Hewitts were not villains but nice people who were incapable of running buses without professional assistance.

He wanted this to be the last time they were called to a public inquiry. He had really tried to make them into good operators and he wanted them to promise to do what their transport manager asked of them.

## ▼ Maintenance

### Hadwins Tours' nine after a second

**HADWINS** Tours' O-licence authorisation was cut to nine vehicles when the company appeared at disciplinary proceedings for the second time in just over two years.

The company, of Stoneleigh, Silverdale, Carnforth, Lancashire, had been called before North Western deputy traffic commissioner Mark Hinchliffe because of concern about the company's maintenance standards.

It held an O-licence for 25 vehicles based at Dalton-in-Furness. Its sister company, John Shaw (Silverdale) Ltd has a 38-vehicle O-licence and is based at Carnforth.

For the company,

**John Backhouse said the commissioner had declined to accept an offer to surrender the licence**

John Backhouse said traffic commissioner Keith Waterworth had declined to accept an offer to surrender the licence.

DoT vehicle examiner Brian Heyhurst said the company operated eight single deckers and six minibuses from Dalton-in-Furness on school contracts and private hire excursion work.

Six immediate and four delayed prohibitions had been issued to the company's vehicles since it had appeared at a previous public inquiry in relation to unsatisfactory maintenance in January 1995.

### Record was one operator should rectify

In September, Mr Heyhurst carried out a maintenance investigation following a complaint from a passenger about the condition of one of the company's vehicles. He examined three vehicles without notice, issuing two immediate prohibitions for defective brakes.

The service master cylinder brake fluid reservoir was virtually empty on the first vehicle and the warning light was inoperative.

The fitter had wanted to send the vehicle out on service after filling the reservoir without investigating the reason for it being empty.

The second vehicle had a defective rear brake due to oil contamination. A further four vehicles were inspected at three days' notice and they were all issued with defect notices.

The inspection records were satisfactory, said Mr Heyhurst, but he would have expected more defects to be noted, given the age of the vehicles. Brake tests had not always been carried out.

There had been a number of complaints from members of the public about the condition of the company's vehicles, said Mr Heyhurst.

The number of prohibitions indicated inspections were not being carried out to a satisfactory

by Michael Jewell

standard, and it appeared there might be pressure to return vehicles into service before defects had been properly rectified.

Detailing the immediate prohibitions, Mr Heyhurst said defects found included:

- A serious oil leak
- An anti-roll bar completely detached on the offside affecting the stability of the vehicle



Hadwins Tours: held O-licence for

- A passenger door that would not remain closed
- A locked rear emergency door
- A continuous oil leak from the rear of the engine
- An inoperative rear door warning buzzer
- An insecure seat

In reply to Mr Backhouse, Mr Heyhurst said there had been a small amount of brake fluid in the reservoir which meant



# O-licence cut to second appearance

## ntly be ashamed about - Hinchliffe

the brakes would still be operational. Managing director Robert Shaw said he had decided to reduce the licence to 10 vehicles and cut the workload accordingly.

They had parted company with their previous manager and a Michael Watson had been appointed in his place.

The fitter responsible at Dalton had been moved to Carnforth and a new depot engineer

nil reports. He thought most of the defects that had led to the issue of prohibitions should have been picked up by drivers.

In reply to the deputy commissioner, Mr Shaw said he had wanted to close the whole operation down but had changed his mind, probably because of pressure from the family.

Financial evidence was heard in private at the company's request.

Mr Watson said he had 20 years' experience in the industry and for 12 months he had run his own five-vehicle business in Lancaster.

Mr Backhouse said only two of the prohibitions had been endorsed as showing a significant maintenance failure, one of which related to a

driver who had failed to realise the rear emergency door was locked.

In declining to accept the surrender of the licence, Mr Waterworth had accepted the possibility it should continue.

Cutting the authorisation, Mr Hinchliffe said that, though on the last occasion John Shaw (Silverdale) bore the brunt of the action taken, the

linked nature of the two operations was clearly apparent.

The pattern of prohibitions gave rise to considerable concern. Passengers being unable to escape through the rear emergency door in the case of fire was a nightmare scenario.

Public safety depended upon a number of people, who contributed to high standards.

Drivers played a part, as did fitters and mechanics and ultimately transport managers and managers. The company was responsible for the actions and failings of its employees.

The quite unacceptable level of vehicles found

## Passengers being unable to escape through the rear emergency door in the case of fire was a nightmare scenario

to be immediately dangerous was a record no operator could be proud of and of which Mr Shaw was rightly ashamed.

However, he had drawn back from revocation of the licence because Mr Shaw had taken a number of steps to bring this unsatisfactory situation to an end and ensure that the public was no longer put in danger by the company's vehicles.

He thought the operation needed scaling down significantly if it was going to have the confidence of the commissioner and the public.

## ▼ Drivers' Hours

# Tacho offences lead to driver's £150 fine



TACHOGRAPH offences led to a driver employed by Cannon Travel Ltd, of Liverpool, being ordered to pay fines and costs totalling £250, when he appeared before Liverpool Stipendiary Magistrate Stephen Ward.

Cyril Cowley, of 32 Windfield Road, Garston, Liverpool, pleaded guilty to:

- Two offences of falsifying tachograph records
- One offence of failing to use a chart in a tachograph
- One offence of failing to produce tachograph records
- One offence of failing to return tachograph charts to his employer within 21 days.

He was fined a total of £150 and ordered to pay £100 prosecution costs.

The hearing of the case against the company, which trades as SMC Travel, of Unit 14A, Blackburn Street, Garston Industrial Estate, Garston, Liverpool, which is accused of five offences of using a vehicle when the tachograph was not used in accordance with the regulations and one offence of failing to secure the return of tachograph charts from a driver within 21 days, was adjourned until March to enable the company to take legal advice.

Prosecuting for the Vehicle Inspectorate, Richard Green said Mr Cowley had falsified charts on two consecutive days, 9 and 10 June.

On 9 June, after completing his journey, he drove his party of passengers to a club without a chart in the tachograph.

That trip was not authorised by his employer. When interviewed, Mr Cowley had said he had not used a chart because he thought he would be out of hours for the week.

The odometer read-

ing entered on the chart for the following day was false so as to match up with that on the chart for 9 June when, in fact, the vehicle had been moved in the interim without any recordings being made.

When Mr Cowley's coach was stopped on 21 June, he was unable to produce any tachograph charts, said Mr Green.

Mr Cowley had told the traffic examiner he had been in a hurry that day and he had forgotten his bag which contained all the tachograph charts. When the charts were subsequently examined the offences came to light.

Mr Cowley said the falsification offences had arisen when he took a party of around 30 to Torquay. They had said they had wanted to go to a club in Brixham.

It was his day off but his boss had said he had to do anything the party wanted. When he was stopped he had left his bag on the couch.

Questioned by Mr Ward, Mr Cowley said he was still employed by the company. He had been a coach driver since leaving the armed forces.

Fining Mr Cowley, Mr Ward said the whole point of keeping tachograph records was that it made it possible to check that drivers worked proper hours and did not exceed what was permitted.

It was a duty that fell on individual drivers and their employers.

However, bearing in mind Mr Cowley had been driving coaches virtually for the whole of his working life, and had no previous convictions, he was only imposing nominal fines which should not be taken as any kind of guide as to the appropriate level of fines to be imposed in such cases.

CBW



25 vehicles based at Dalton-in-Furness

appointed. In September they had entered a 12-month contract with the Freight Transport Association to inspect four vehicles each month and arrangements had been made for a training organisation to train all their staff.

All major work was carried out at Carnforth. The driver defect report form had been modified and they now insisted on



# Estimating your costs for pricing



**A**S was illustrated last week, projecting forward simple management accounting information will give the standing costs arising from each class of work done. It is a simple matter to just add the required profit margin to them.

As I have said many times before, profit should be treated as a cost that has to be recovered - not just something that may, or may not, be generated depending on how well things go!

To turn these total standing costs into a component of a pricing formula, simply divide them by the number of chargeable vehicle hours that will be run on that class of work. For example, if six coaches are used on contracts for two hours per day on 190 days a year, divide the total standing cost by 2,280 (ie,  $6 \times 2 \times 190$ ) to get a rate per hour for the standing charge applicable for the pricing of contracts.

If all the PSV drivers on the payroll work full time with a guaranteed working week it would be logical to treat their wage cost as a standing charge. This is not, however, the case with me; nor, I suspect, most operators. A mix of full and part-time drivers is more normal, with the full-time pay fluctuating according to daily and seasonal work levels.

In these circumstances it is more logical to cost and price for this as a virtual running cost, ie, having regard to the actual driving cost associated with the particular type of operation.

There is a considerable difference between the hourly rate of pay and the charge out cost. Let me illustrate this in practice (see table below for a full-time coach driver. (For the purpose of this example it is assumed that the cost of uniforms and perhaps protective clothing will have been included as standing costs).

Note that the hourly charge-out rate is 73 per cent greater than the hourly rate of pay. This will vary according to what I call the 'productivity factor' - the number of hours that will

be charged out in relation to the number of hours for which pay is awarded. The productivity factor of part-time drivers and bus drivers may well be nearer 100 per cent than that for a full-time coach driver who may also do cleaning and ancillary duties.

Another area that can reduce the productivity factor is touring work, if the number of hours paid for per day are greater than the number of hours built into the charge-out rate.

Half a morning spent discovering what productivity factor applies in one's own business can be time well spent. Partly to establish it for costing purposes, but also to see what can be done to push it as near as practicable to 100 per cent. This might, for example, be possible by altering employment terms so that drivers are not paid to lurk around the premises in between driving shifts.

This 'productivity factor' can be worked out without too much difficulty by examination of a single week of typical work and tallying up the hours charged out to customers and setting them against the number of hours for which drivers were paid. There may, however, be a variance in off-season weeks or during school holidays which need to be taken into account.

When it comes to actually turning costs into pricing tables it may also need to be borne in mind that the ratio of waged hours to chargeable hours will usually be higher for short hires than it is on longer ones ie, if (as I believe they should be) coaches are washed and cleaned

after every job the (uncharged) time taken by a driver to do this will be virtually the same whether the length of hire is just an hour or two or a whole day.

A driver may also do little or nothing (but be paid for it) between chargeable work, but, after a full day's hire he clocks off and goes home. That is why my tables for private hire prices always include a turn-out charge to 'load' shorter hires.

By comparison with standing costs and wage costs, running costs are fairly simple to calculate. They will normally comprise fuel, lubricants and tyres together with spares, repairs and other consumables (eg cleaning materials).

## RUNNING COSTS

Diesel	52p per litre
Lubricating Oil	£1 per litre
Tyre (295x80R or 275x80R)	£280
Spares, repairs and consumables	18p per mile
Driver wage per hour	£4.30
Fitter wage per hour	£7.20
Comprehensive insurance - large coach	£2,100 p.a.
Comprehensive insurance - minibus	£1,330 p.a.
Depreciation and replacement	average £15,500 per vehicle
Annual vehicle mileage	35,000 miles (average per vehicle)
Profit target	10 per cent on all costs

Current fuel, lubricant and tyre cost and consumption per mile can easily be established.

If it is intended to set prices that will hold for a year it is, of course, prudent to budget for some increase. For example, currently diesel can be bought in bulk for just under 50p per litre, but I have allowed 52 pence per litre in my costing provision as the probable average price over the next 12 months.

Readers may note that, in the panel of principal of costs that I have used for my costing tables (which will appear next week), I have been able to hold spares, repairs and consumables at the same figure as last year.

The explanation is simply that, although the actual cost of spares items seems to increase way beyond the rate of inflation, increased reliability plus the final departure of lightweight chassis from the fleet has resulted in a lower actual spend on parts. As with the other three areas of costing, profit needs to be added to the total of estimated running costs to use them as part of the pricing formula. The main data on which my prices are based is shown in



## DIFFERENCE BETWEEN HOURLY PAY RATE AND CHARGE-OUT COST

Basic hourly pay £4.30 for average of 60 hours per week over 49 weeks	£12,642
Bonus and allowances paid at £10 per week over 49 weeks	£490
Holiday pay, three weeks at £250	£750
NET ANNUAL COST	£13,882
Plus employers' National Insurance at seven per cent	972
	£14,854
Plus profit at 10 per cent on cost	£1,485
	£16,339
GROSS ANNUAL COST	

Apply the 'Productivity Factor':

Although paid for 2,940 hours (60 x 49) the actual hours charged out to customers may be only 75 per cent of that, say 2,200 hours.

Wage cost to be charged out is, therefore, £16,339 divided by 2,200

£7.42 per hour



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# S CARLTON

SECOND TO NONE

**1994 (M) VOLVO B12R - TELMA - JONCKHEERE MONACO** Ref: V1316/C  
71 seats and crew seat, air conditioning, toilet, servery, video/TV/radio PA cassette, double glazed, alloy wheels, (lap type) seat belts, low mileage



**1991 (H) VOLVO B10M MKIII 273 BHP (TELMA) - VAN HOOL ALIZEE**

49 seats + crew seat, centre sunken toilet, servery, fridge, continental door, radio PA cassette, double glazed, blinds to side windows. (lap type) seat belts. **Choice**

**1991 (H) VOLVO B10M MKIII 273 BHP (TELMA) VAN HOOL ALIZEE**

53 seats and crew seat, radio PA cassette, double glazed, blinds to side windows, (lap type) seat belts. **Choice**

**1990 (G) VOLVO B10M MKIII 273 BHP (TELMA) VAN HOOL ALIZEE**

53 seats and crew seat, radio PA cassette, double glazed, blinds to side windows, (lap type) seat belts. **Choice**

**1995 (M) SCANIA K113 CENTURY** Ref: S1390/C

49 seats, drivers bunk, comfort shift, gearbox, double glazing, radio/PA system, fridge, TV/video, rear sunken toilet, rear continental door

**1989 (F & G) LEYLAND TIGER** Ref: L1276/C

55 seats + 24 standing, livery white, Alexander Belfast service bus body, Cummins L10, ZF automatic gearbox, livery white **Choice of 3**

**1992 (J) SCANIA K93CR/273 PLAXTON PREMIERE 3200** Ref: S1357/C

53 seats, radio PA cassette, double glazed, blinds to side windows, (lap type) seat belts. **Choice**



**11990 (G) TOYOTA OPTIMO II CAETANO** Ref: T1330/C

18 seats and courier seat, power door, radio/PA, seat belts, livery blue, MoT 17.07.97

**1988 (F) DENNIS JAVELIN DUPE 320** Ref: D1385/C

53 reclining seats, 6 speed ZF manual gearbox, brown moquette, power door (two retrimmed) **Choice of 3**

**1989 (G) DAF SB2300 VAN HOOL ALIZEE** Ref: D1391/C

51 reclining seats, double glazed, drivers bunk, centre toilet, radio/PA system 2 X TV's, livery white

**1992 (J) VOLVO B10M MKIII VAN HOOL ALIZEE** Ref: V1315/C

49 reclining seats, ZF 6 speed 5690 manual gearbox, 1/2 rear emergency door, centre continental exit door, radio/PA system, centre mounted toilet, centre servery. **Choice**

**1989 (PP) MAN 16.290 HOOL (TELMA) - JONCKHEERE DEAUVILLE** Ref: M1334/C

49 seats and crew seat, centre sunken toilet, servery, fridge, continental door, radio PA cassette, TV, video, double glazed



**1984 (PP) LEYLAND PLAXTON TIGER 3200**

49 reclining seats, semi-automatic gearbox, power door, toilet, radio/PA system, TV, drinks, livery white

**1988 (PP) DAF LAG PANORAMIC** Ref: S1332/C/F

49 recliner seats, 6 speed manual gearbox, livery two tone/white, centre continental door, 1/2 rear emergency door, drivers bunk, toilet, radio/PA system, drinks unit, fridge, curtains

**1983 (PP) MAN VAN HOOL ASTRON**

57 reclining seats, new Graffiti moquette, twin deck videos, hot drinks machine, fridge, toilet, 3 drivers bunks, reconditioned engine

**1985 (PP) DENNIS DUPE 425** Ref: D1395/C

55 seats, manual 6 speed gearbox, double glazed, rear floor mounted toilet, radio/PA, TV/video, MoT 24.05.97

**1990 DAF DHSB3000 VAN HOOL ALIZEE** Ref: D1396/C

51/55 seats, 7 speed ZF gearbox, double glazed, toilet, radio/PA, livery white/blue, MoT 15.11.97

**1992 (J) SETRA TORNADO 215HD**

Ref: S1229/C. MAN engine, ZF 7 speed gearbox, 49 reclining seats and courier seat, sunken centre toilet, 2 TV monitors and video, radio/PA system, repainted white and retrimmed

**1990 (G) LEYLAND PLAXTON TIGER 3200** Ref: L1389/C

50 reclining seats, 6 speed ZF gearbox, double glazed, toilet, radio/PA system, drinks servery, white livery



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## Seeing spots before the eyes: Stenning's strident strides style? Has he spotted Stenning's style?

HAVING touched on the subject of Ray Stenning's trousers (*CBW*, 1 March), reader Terry Walker has sent us this picture which seems to confirm our worst suspicions.

Our diarist said he hoped Ray's leopard-skin liveried leg lagging hadn't influenced paint design: "Alas, it may be

too late," says Terry.

"Ray may not have had any direct involvement with this livery, but there does seem to be a link in style, at least.

"From recollection, the hidden side of the bus had the slogan 'Have you spotted one of our coaches recently?' "

**CBW**

## Never say neigh to Crystals man

WHATEVER you do, never say 'nay' to Crystals salesman Peter Kitt. Or should that be 'neigh'?

Our news editor Mark Williams, who is vertically challenged, never goes near horses because, when you stand next to them, they are a waste of height. Peter Kitt, however, likes horses.

That is, he likes most horses except the

one which unceremoniously dumped him on a cattle grid, resulting in every alternate rib down one side being broken. This injury confused the doctors no end.... they must have thought it was some kind of macabre gangland punishment until it was explained.

Yes, it's best not to say 'nay' to Peter... or to rib him, for that matter.

## Horizontally challenged?

EPSOM Coaches' financial director didn't mean to say it (or perhaps he didn't) but the *Dorset Evening Echo* printed it, nonetheless.

On the subject of seatbelting, Andy Gallagher is quoted as uttering the words: "People want to know that their children are travelling with a reputable firm. It used to be three children to a seat, now it's one..."

One must assume that obesity is a particularly acute problem in Surrey schools...

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recliners complete with seat belts, O/S rear  
sunken toilet, continental door, double  
glazed tinted side windows, curtains,  
courier seat, kitchenette with water boiler,  
sink and fridge, Blaupunkt colour monitor/  
video, Webasto with timer, power entrance  
door, central locking system, finished  
white/red. **NOMINAL MILEAGE ONLY**

### 1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M

48/50 recliners, beige/orange moquette, rear  
sunken demountable toilet, continental door,  
SUTRAK AIR CONDITIONING, double  
glazed tinted side windows with blinds and  
decorative curtains, aircraft style lockers  
to hatracks, courier seat, fully carpeted,  
no rear window, Eberspacher pre-heater,  
TELMA retarder, power entrance door,  
finished cream.  
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### 1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M

49/53 recliners, grey/red moquette, centre  
sunken demountable toilet, continental door,  
double glazed tinted side windows, curtains,  
courier seat, water boiler, wired TV/video,  
power entrance door, finished white/rose/  
gold. **M.O.T. FEBRUARY 1998**

### 1993 VOLVO B10M CAETANO ALGARVE II 12M

49/51 recliners, grey/red moquette, centre  
sunken demountable toilet, continental  
door, tinted side windows, curtains, courier  
seat, water boiler, fridge, wired TV/video,  
finished white/blue.

**M.O.T. FEBRUARY 1998**

### 1993 VOLVO B10M PLAXTON PREMIERE 350 12M

53 recliners, red moquette, rear continental  
door, double glazed tinted side windows,  
courier seat, power entrance door, finished  
white/orange.

**M.O.T. SEPTEMBER 1997**

### 1991 (August) BOVA FUTURA FHD 12.290 INTEGRAL 12M

51/53 seats, beige/orange moquette, centre  
sunken demountable toilet, continental  
door, double glazed tinted side windows,  
curtains, courier seat, driver's sleeping  
berth, water boiler, wired TV/video, power  
entrance door, finished all white.

**M.O.T. MARCH 1997**

### 1991 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

49/53 recliners, grey/orange moquette,  
centre sunken demountable toilet,  
continental door, tinted side windows with  
blinds, courier seat, water boiler, power  
entrance door, finished all white.

**M.O.T. OCTOBER 1997**

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water boiler, fridge, finished white  
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### 1989 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

49 recliners, red/grey/orange moquette,  
centre sunken toilet, continental door,  
double glazed tinted side windows, courier  
seat, water boiler, power entrance door,  
finished all white. **M.O.T. JULY 1997**

### 1989 BOVA FUTURA FHD 12.290 INTEGRAL 12M

49 recliners, grey/blue moquette, centre  
sunken toilet, continental door, double  
glazed tinted side windows, curtains, courier  
seat, driver's berth, water boiler, coolbox,  
wired TV/video, power entrance door,  
finished all white. **M.O.T. JANUARY 1998**

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## LETTER OF THE WEEK



# Seatbelts: let's not lose sight of the real issue

From Paul Sawbridge

In all the fuss about the merits of retro-fitting seatbelts, we are in danger of losing sight of the real issue. Though there is a severe shortage of conclusive evidence, the balance of probabilities is that two-point seatbelts provide no net increase in safety when fitted to coach seats.

Certainly, they help prevent people being ejected from the vehicle in a roll-over situation. But roll-overs are incredibly rare. In many more common situations, the risk which two-point belts present of head and bowel injuries far outweigh their benefits.

I would never wear a two-point belt in a coach (except when seated in one of the exposed seats which have required belts for some time).

I should emphasise that we have absolutely no axe to grind on this issue: our fleet is a new one and is factory fitted with two-point belts on all the seats. However, the safety script we provide to drivers only urges clients to use them when seated in exposed seats. We are not taking the risk of urging clients to use them on other seats where they might lead to necessary injuries.

Three-point belts are probably a different matter and it is high time some funds were committed to a serious programme of research into their benefits.

Paul Sawbridge  
Managing director  
Alfa Coaches  
Leyland  
Lancs

## Your input needed

From William Bradburn

Having read your editorial (CBW, 1 March) with interest, I think I should respond. We have been an industry supplier for over 12 years and we feel very strongly about professionalism throughout the coach and bus industry.

We are a forward-thinking company with a commitment to Investors in People and Business Excellence.

We are a quality supplier who takes the subject of fixing standards for the equipment we supply, the way we supply it and the way it is installed very seriously indeed. Attention to our customers, and their needs, is the mainstay of our business.

There are some areas where we find that it is difficult to fully develop this philosophy.

- 1) For instance, the establishment of build standards for some of the commonly-used pieces of equipment. We are actively setting what we consider to be acceptable standards for drink equipment where installations can be unsafe and where standards relating to the supply of food and drink are sometimes hardly considered, let alone followed.
2. There are few training courses where the installation and maintenance of passenger compartment equipment is in the syllabus. We feel that the vehicle industries should be attending to this with a view to extending NVQs, then we can fully develop the benefits of Investors in People. We are looking to attending to this deficiency ourselves.
3. It is very hard to convince our industry there are benefits to be had from routine maintenance.

Everyone knows about vehicle maintenance, oil changes etc. When the drink machine/fridge/combustion heater/air con. fails, I hear the call for 24-hour, seven-day service echo around the service office. Our engineers are invariably faced with a unit that was last looked at when it was fitted or when it last went wrong (two years ago?).

There are instances where fast response is obviously essential, but good design, parts availability and training can enable a high degree of 'self-help' to be undertaken.

Why is it so difficult to try to save money for people and make their operations more profitable by:

- a) Offering good equipment.
- b) Designing equipment that is more serviceable so we can train the maintenance men to do just that.
- c) Getting feedback from the industry (who are our interface with the ultimate customer) about what we can and what should be provided in terms of passenger comfort.
- d) Making some longer-term plans for development, instead of perpetually being asked for the instant perfect solution in a box, off the shelf, for a knock-down fee. The vehicle purchasers could be setting more detailed specifications for what is fitted to their new vehicles; many accept whatever suits the builder or dealer at the time, or they look for the cheapest.

We are here to be counted among those who want a better and more professional industry. We can do better if we know what is really needed.

We are prepared to talk to the industry about all aspects of our involvement, all we ask is that the industry is prepared to talk to us.

You have posed the point that no one is

Write to: The Editor  
Coach and Bus Week  
EMAP Automotive Ltd

Wentworth House  
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Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie, first name and surname), address and telephone number



**CORGI**  
CLASSICS

Letter of the week  
wins a Corgi  
Classics model bus

tackling the critical deficiency in working to recognised standards and exploring the benefits of consistent training.

This is not necessarily the case but, to really succeed, we need the input from all aspects of the coach and bus industry. Who would like to develop this philosophy with us?

William Bradburn  
Managing director  
Bradtech Ltd  
Seighford  
Stafford

## No 'M3 standard'

From Peter Gent

You make reference (CBW, 1 March) to "Bus-financed pull-test fails to meet M3 standard."

Please can you put your readers straight before we have more inquiries about this "M3 standard"?

What, in fact, happened was a test to the requirements laid down for **M3-class vehicles** within Economic Commission for Europe Regulation 14 (ie, ECE R.14). There is not and never was an 'M3 standard' relating to seatbelt anchorages.

Peter Gent  
Technical director  
Securon  
Amersham  
Bucks





# Miles more for miles *less*

**D**ennis Javelin coaches are **miles more fuel efficient**, thanks to their highly rationalised construction, technical sophistication and mechanically straightforward design - road performance figures prove it.

And they're **miles more durable** because they're now even stronger and more powerful.

Best of all, the **whole life costs are miles less too**.

It all adds up to **miles more profitability**.

*Get miles more. Get Dennis.*



Javelin



THE STRENGTH TO *DRIVE ON*

Dennis Specialist Vehicles  
Dennis Way, Guildford,  
Surrey GU1 1AF.  
Telephone: 01483 571271  
Facsimile: 01483 306836



# Hong Kong: a public

**CBW's study trip to Hong Kong was the best yet. The sights, the sounds, the people, the buses. British operators and Mark Barton find the most famous colony of all more than living up to its reputation**

## 城巴路線手冊

**W**ITH a population of 6.3 million and rising, public transport in Hong Kong has got to be good. And it is. Buses, minibuses, trams, light rail, ferries, all work together to provide a staggering 10 million journeys a day.

This is highly regulated public transport, largely state planned and supervised by the all-powerful Commissioner of Transport. But, from the pavement, especially in overcrowded Hong Kong Island itself, it seems chaotic, frenetic, fantastically fast moving despite the traffic, environmentally unsound and sometimes downright dangerous. Yet it undeniably works.

As in any city's transport, there is a hierarchy, although, this being Hong Kong, it is not in the usual order. On the bottom rung of the social ladder are the 16-seat Toyota Coaster minibuses. Cheap to use, seemingly driven by maniacs and rumoured to be controlled by Triads, they carry mainly Chinese workers. Route and fare information

is written only in Chinese and drivers rarely speak English.

Introduced in 1967, there are over 4,300 of them. They come in two colour schemes: cream with green roof and cream with red roof. The green roofs are called Maxicabs and operate on a semi-franchise basis to outlying residential estates. The red roofs compete with the grown-up



**Minibuses get to the parts big buses can't reach: cheaply and at speeds that make London taxis seem pedestrian**



**Past times: China Motor Bus, still the second biggest of four franchisees, was once the virtual monopoly of island services but is now lagging behind**



# transport paradise



size buses on main trunk routes. Whatever the colour, they are privately owned by syndicates or groups and are parked up overnight and maintained on the streets.

Next in the pecking order, but only just, are the one-person-operated and privately-owned trams. They are as cheap to use, if not cheaper, than minibuses, with a flat fare

of HK\$1.60 (13p) for the one 24 km route - no matter how much of it you travel.

During the 1990s, buses have emerged to challenge the modern underground MTR as the socially acceptable form of public transport. Buses now have true all-round and cross-class appeal, but it wasn't always like that. Back in



hised bus operators, once held a ybus in investment and innovation



Out in front: Citybus, with its Welsh managing director, has put the pride back in Hong Kong buses and has used modern vehicles to pull ahead of the competition

Coach and Bus Week ending 15 March 1997



# ...Hong Kong, public transp

## 城巴路線手冊

►►► the 80s, China Motor Bus held a virtual monopoly of services on the Island, running 100 per cent of the 315 million passenger journeys in 1986. By 1990, CMB still accounted for every passenger journey on the Island, but the number had dwindled to 275 million. The fall in journeys was not lost on the Government, who in 1991, awarded the first route franchises to what was then a small, but ambitious bus company called Citybus.

Things, as they say, have never been the same since.

Owned by a Chinese millionaire and run by a Welsh managing director with mainly English management, Citybus put the pride back in Hong Kong bus services. It not only put new buses on the road, it put new air-conditioned buses on the road. In a country where Summer temperatures can reach 36 degrees Celsius with 95 per cent humidity and the meaning of frost is unknown, it was a move that did not go unnoticed.

Investment in new vehicles - up until now all DPTAC specified Volvo, Leyland and Dennis - is central to Citybus' business philosophy and is generally recognised as the driving force behind its phenomenal growth (see panel right). It now claims to have the most modern bus fleet in the world. Total fleet strength is over 550 - around 390 on franchised services mainly on Hong Kong Island and 160 on non-franchised services, including air-conditioned, tri-axle coaches on cross-border services into China. The average age of that fleet now is less than five years.

New buses undoubtedly impress and attract passengers. They can also help the bottom line. According to managing director Lyndon Rees, Citybus is returning mar-

gins of 30 per cent before debt repayments and 18 per cent after.

"We cultivate public confidence through reliable and consistent performance," he told the 47 delegates on our recent *CBW Study Trip*. "Using realistic bus scheduling to match traffic conditions and passenger travel patterns, we have a 97 per cent schedule adherence rate."

Ken Cartwright, who is responsible for keeping the gleaming Citybus franchise fleet on the road, is more down to earth about it. Standing in the hive of activity that is Citybus' No 1 depot (there are six in all) on Aberdeen harbour, he said: "We make our assets sweat. A tri-axle double decker with capacity for 90 passengers can generate up to £600 per day over here. In London, it's probably £300 to £400. We're now trying to put on more night buses - it saves space (important in a country where, a week before our visit, a garage big enough for a single car sold for £750,000) and takes advantage of marginal costs."

"Our peaks are longer here - from 8am to 10.30am and 4.30pm to 7.30pm - but all our routine maintenance is carried out between those times. This depot works 24 hours a day, with three shifts."

"Hong Kong works to the same MoT system as the UK, but maybe it's more strict. There are no roadside checks - the sheer volume of traffic doesn't allow that. But there are spot checks and generally about 15 per cent of our fleet is spot checked without warning each month. With eight MoT presentations a week and 10 pits, which is tight for an operation like ours, we just about manage."

"In 1995, we had a daily fleet utilisation of 95 per cent. Out of 400 vehicles, if I have five breakdowns a day it's a bad day."

Government regulations make the economics of running modern vehicles even more attractive: by law, buses have to be completely overhauled, from bare chassis up, every 12 years. That means more down time, more cost and, as Mr Cartwright points out "a 12-year-old bus doesn't have much sex appeal."

Working reliable, more attractive new vehicles as hard



**New for old: as new vehicles like these Metsec-Caetano bodied Dennis Dragons displace the last Citybus Atlanteans (heading for South Africa) the fleet age profile is heading towards 3.5 years**



# ort paradise



have to solve and its main contractor, Securicor, now collects 28 tonnes of coins a day.

But Securicor may be one supplier that will not share in Citybus' continued growth. True to form, Citybus is a founder member of the Octopus smart card integrated ticket project. Once up and running, Octopus will allow for cashless travel between all the colony's public transport operators.

Add in plans for real-time passenger information at every stop and it's not difficult to see the already impressive Citybus growth curve getting even steeper. Where will it all end?

■ Next Week: over the border into China

**CBW**

## CITYBUS LANDMARKS

1977	Company established
1981	First non-franchise service
1982	First local residential (suburban) route
1985	First cross-border service to China
1987	Chinese millionaire Dr TT Tsui takes 50 per cent stake
1991	First franchise won
	TT Tsui increases shareholding to 77 per cent
1993	28 franchises won from CMB
1995	14 more franchises won
1996	New franchise granted for 48 routes
	First JV services with KMB
	First low-floor buses - Volvo B6LEs
	Carries over 139 million passengers
Present	Fleet strength reaches 550

## CITYBUS FUTURE

1997	Five new airport franchise routes start using 50 buses
	New division and depot on Lantau Island
	Bidding for additional routes requiring 70 buses
	Bidding to take over four CMB routes requiring 30 buses
	New depot at Shau Kei Wan, HK Island
	Bidding for new Western Harbour tunnel routes: total 94 buses
1998	Eight more new airport franchise routes start using 60 buses
	Est total fleet 850

as they do has enabled Citybus to gain another advantage on the street, where the Government is keen to see the benefits healthy competition can bring. Lyndon Rees estimates that Citybus charges a premium of 20 per cent to standard fares for air conditioning, compared with up to 40 per cent by other operators. And, to keep up the competitive pressure, Citybus is aiming for 100 per cent of its fleet to be air conditioned by the middle of this year. By that time too, the average age of the fleet will have dropped to 3.5 years.

Modern, air-conditioned vehicles have been the most visible sign of Citybus' success, but Lyndon Rees points to other factors behind its phenomenal growth: this is, after all, a company that has grown from one vehicle in 1977 to a market capitalisation last year on the Hong Kong Stock Exchange of over HK\$2 billion.

Drivers are well trained and well paid. Take home pay now is around HK\$17,000 (£1,400) a month, plus medical benefits. Rees expects to award a nine to 10 per cent increase this year.

The company is also proud of its scheduling and standard of passenger information. It runs a 24-hour hotline and all its specially-designed shelters carry clearly laid-out timetables in Chinese and English. Citybus was the first and only bus operator in Hong Kong to offer senior citizens aged 60 or over concessionary fares on most of its routes.

Outside the concessions, nearly all routes on the Island are flat fare. All fares are agreed with central Government and the average Citybus fare is \$HK5 or 40p.

It came as something of a shock to UK busmen to see that all fares are collected on the entirely one-person-operated network by means of the dreaded farebox.

Discredited as anti-customer in this country, it is accepted as critical to keeping boarding times down to the absolute minimum in Hong Kong. But all those exact fares create their own problem: what to do with all that money? It's a problem Citybus was happy to



The white roof of Citybus' distinctive livery is a personal touch from managing director Lyndon Rees, an admirer of Devon General's old livery

Coach and Bus Week ending 15 March 1997



# Ikarus: wings still unclipped

**In the second part of our focus on Ikarus, Mark Williams finds out how Hughes DAF has set about creating a new image for its vehicles**

**I**T is a puzzle to most people that Hungary's major coach and bus builder chose the name Ikarus. In Greek mythology, it was Ikarus (or Icarus) who, with his father, Daedalus, set out towards Sicily on wings made of feather and wax. Ikarus ignored his father's advice, and flew too close to the sun. The wax melted and Ikarus plummeted to the ground.

There may, at one time, have been a parallel with Ikarus vehicles; adequate for most purposes, but liable to failure if over-taxed. But, as I reported last week, this is unlikely to be the case now.

You only have to ask the likes of Pullman Group, Walls and Hallmark to get an opinion of the SB220-based Ikarus citybus. It has sold in its hundreds, and will survive a very, very long time for, in the best traditions of eastern European engineering, it's all steel, and solid as a rock.

The criticisms facing the Ikarus Blue Danube coach - the best-known of Ikarus' UK exports - have led to changes that are rather more than skin deep. Attention to detail

has been difficult to imbue in an Ikarus workforce which felt width, not quality, but the message has now been assimilated.

Direct glazing, galvanised lower panels, extensive use of GRP and modern plastic laminates, weld-free bonding systems, corrosion proofing in several stages... all have been added to the product during its development with Hughes DAF. Few coaches can boast of an aisle made from a one-piece, plastic moulding. The Blue Danube - more properly, the 3.30-metre 350, or 3.55-metre high-deck 396 - is a modern vehicle in every sense, not a cosmetic patsy.

Beneath the bodywork, you've pretty much a Hobson's Choice; it's DAF SB3000, in its ZF automatic, or ZF manual gearbox with DAF's highly-praised three-cable, PGS gearshift. Power comes from a 330bhp, six-cylinder W242 Euro 2 engine, pushing out a hefty near-1,000Nm of torque at peak. It's a chassis which has been around for a long time, during which it has gained quite a reputation and a place in the top four of UK coach chassis sales. And it's probably true to say that, where it's used, it's loved.

London Coaches, part of Pullman Group, is among those aficionados, having a fleet almost entirely comprising DAF automatics. Since last year, it has also run 18 Ikarus coaches, after deciding its favoured Van Hools were getting too expensive. Does that add up to more downtime and less prestige? Not according to the man to whom the badge on the front of a coach carries no weight whatsoever.

Alex Jones is general manager of London Coaches' fleet of express vehicles and, as far as he's concerned, Ikarus coaches have exceeded expectations: "Yes,



From Van Hool to



Roof-mounted condensers await fitting to Pullman's latest order



Ikarus' citybus still p





the business and a depth of knowledge of the chassis. Mr Penn chases every order through the Budapest factory, inspecting the vehicles as they come off the line.

"We work very much as a team," said Hughes DAF sales director Jim Martin. "With his experience, Reg can step into anyone's place, backed up by Ian Collingham. We don't believe in job titles here.

"Nor do we have a sales-only philosophy. We want to look further than the order book, and we have to. We have our own hire fleet of

**'We want to look further than the order book, and we have to' -**

**Jim Martin, Hughes DAF**

## Ikarus this year, but London Coaches has no regrets and has ordered more vehicles

we're a low-mileage fleet, but with a lot of stop-start work," Mr Jones told *CBW*. "The Ikarus has performed very well.

"We had some problems with a weak windscreen wiper spindle, but that's got a lot to do with the bowed windscreen. In any case, that's now been solved by Hughes DAF. We're very pleased with them, and the next batch should be even better."

The 350s were on their way through the factory when I visited - 10 pillarbox-red Sutrak condenser pods for the air conditioning awaited the rest of the coach. On the 396, the air-con fits within the space frame with nothing on the roof for, despite Ikarus' historic reputation for being back-end heavy, engineering attention to the problem has seen it evaporate, making air-con a viable and, these days, sensible extra particularly as you can have it and stay within the £150,000.

So much for the coach. What about the after-sales service?

This is an area Hughes DAF has given a great deal of attention in the last year, ensuring the communication lines are open to the factory, and working with Ikarus' UK-based representative, Csaba (that's pronounced 'Chabba') Juhasz. Mr Juhasz's role within the UK sales regime is as troubleshooter - Ikarus's eyes in the operator's yard.

Of course, Csaba can't be poacher and gamekeeper, but he and his colleagues at Ikarus also have Hughes DAF works manager Reg Penn nipping at their heels, with the considerable weight of more than 30 years in

Ikarus vehicles, including a large number of buses, so we have extensive spares stock in store, manned until midnight. We have an operating mentality, and that's the level of backup we want operators to have."

Hughes DAF has placed great faith in Ikarus to produce, by degrees, vehicles it can sell with some pride while maintaining a price differential. Every operator wants to save several thousand pounds but, with the great strides made in improving quality, operators may now be persuaded to consider the product before the price. **CBW**



popular for rental

Ikarus UK rep Csaba Juhasz (inset) is hoping these coaches are spot on





# A question of cost

**How much cost can be taken out of a coach? Salvador Caetano believes it has gone as far possible with its Dennis Javelin-chassied Porto and Mike Morgan takes a ride into the Peak District to investigate what you get for £116,000**



Salvador Caetano had been

**T**URN left at the next junction," came the emphatic instruction from the front seat, despite protestations from our man behind the wheel — Monsal Head and Miller's Dale being remembered for the OBs and SBs that once ruled the rural roads of Derbyshire.

Mind you we're talking of distant days when diesel trains were in their infancy and our guide, Caetano salesman Alan Page, was still at school. "It's on a bus route," he insisted. A quick glance in the rear-view mirror in search of reassurance was fruitless. Former Caetano man and Dennis regional sales manager Steve White was engrossed in telling tales of Derbyshire operators he has known, while coach sales manager Peter Knight absorbed the scenery, planning his next weekend away.

We'd already taken the Caetano Porto on an excursion to Chatsworth and had enjoyed lunch at an old coaching stop near Bakewell. The coach was on CBW road test and had just proved an effortless M1 cruiser before taking the long climb out of Chesterfield towards Baslow. So, in the interests of ensuring mixed driving and a challenging route, we headed down from Monsal Head to relive the delights of this remote Derbyshire dale.

Messrs White and Knight were quickly jolted into the present.

"Are you sure Alan?" they chorused.

"Well, I think so," was the not-so-confident reply as we used full right-hand lock to twist the 12-metre machine towards the single-track 1-in-6 descent. "Just as well it's the middle of Winter," someone said. "Yes, and it could be snow-



Front and rear styling panels are in GRP



Half-close your eyes and you could be seeing him





cautious before setting out on a voyage of discovery with this budget-priced Javelin-chassied Porto

ing," said another.

Sure enough we found a bus stop - proof of civilisation if ever there was one. Then, for the next half hour, we ducked low branches and skirted dry stone walls as we rambled through this peaceful backwater.

It was a delightful diversion until... until that Alpine-like left-hand hairpin. With the road disappearing backwards and upwards, the Javelin was gently coaxed through the three-point turn.

Thank goodness for the legendary positive gear shift, power steering... and the ferry lift.

As we eventually arrived in downtown Tideswell it was like emerging from a forbidden world. Initial caution had been justified.

Salvador Caetano had been equally cautious before setting out on a voyage of discovery with this budget-priced Porto dual-purpose body on Dennis Javelin 245 chassis.

A prototype displayed at the NEC in 1995 exposed the concept to operator comment and 12 months later first production vehicles had been delivered to WightBus, Horseman and Owen Coaches of Newhouse. Having listened and responded to potential buyers, the Portuguese manufacturer's UK dealership confidently struck a balance between shaving cost and providing a coach fit for a variety of uses.

## Build

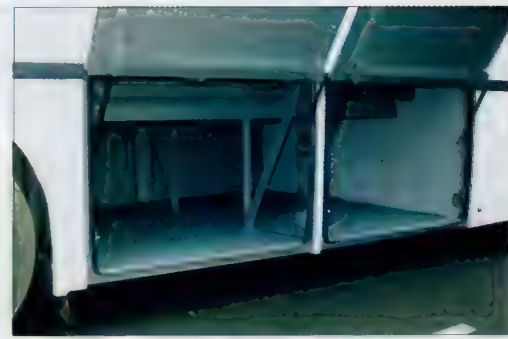
The Caetano specification has the right ingredients for its 'Jack



of a grown-up Optimo or down-sized Algarve

The Porto has Jack-of-all-trades capability





**All-metal jig assembled structure**

**Unlike on the prototype vehicle, the underfloor locker space added to the conventional rear boot, creates 9.5 cubic metres of luggage space.**

of all trades' role: 57 fixed high-back seats offering comfort and high-capacity; seatbelts on all seats making it ideal for school work; practical power-operated in-swinging single-leaf entrance door; gasket glazing and low-cost body parts for economical repairs; ticket machine platform built into the fascia for tendered coach or bus service; R66 roll-over and ABS giving full coaching abilities; a chassis offering coach levels of comfort and performance; and, economy from the light-weight package which is hard to match.

Front and rear styling panels are in GRP. Half close your eyes and you see hints of a grown-up Optimo or down-sized Algarve.

Nevertheless, it shares no common parts with these near relatives. It has two-piece laminated windscreen which extends to roof height and the header box is designed with destination gear in mind.

Tinted, toughened flat side and rear windows are single-glazed and gasket-mounted. A glance at the parts catalogue reveals competitive pricing with separate rear corner bumpers at £59.18 and half windscreen at £507.60.

Its all-metal jig assembled structure conforms to other coach bodies emerging from Caetano's Gaia plant near Porto, the Portuguese town from which it derives its name.

Waist panels are in one-piece stressed steel extending from window to floor line. Below this level, GRP hinged wheel arches and aluminium panels are used. And, unlike the prototype, hinged side panels include those for access to the underfloor locker space, which, when added to the conventional rear boot, creates 9.5 cubic metres of luggage space.

Underfloor luggage was first thought to be unneces-

sary until operators put Caetano on the right track.

## Passenger impressions

There were similar forthright opinions voiced about the two doorway steps. "Too steep," they said, so the manufacturer obliged with a third step to lessen the severity of the high-floor entrance. Consequently the passengers' approach to the interior is about as conventional as they come and gives a reasonable platform alongside the driver provided a cab door is not required.

Full soft trim creates a coach-like interior. But a somewhat spartan impression is emphasised by full-length handrails on the parcel racks and the lack of facilities in the under-rack service units. Forced air ventilation is all you get and the flaps on these outlets will tempt young, restless fingers.

Fixed seating sounds basic but there were no complaints from our guest passengers, though legroom is tight on the off-side. Too upright for long-distance use, and narrow where two out-sized adults choose to sit together, the Caetano high-backed seating is, nonetheless, surprisingly comfortable while providing a wide 500 mm gangway.

Passenger seat floor is heavy duty lino and the centre gangway is Altro. Fluorescent saloon lights with integrated night setting are fitted to the centre roof. In keeping with the dual-purpose identity there is nothing complex about the heating/ventilation. There's two lift-up roof vents and motorised stale air extraction at the rear. Convactor saloon heating system with saloon temperature adjustment control at the driver's area proved very adequate during our test whereas ducted front end heating/demisting equipment is under separate control with another of the aforementioned vent flaps directing heat to the footwell.



**It has jump-in and drive facility**



**First production vehicles had been delivered to operators Horseman, Owen Coaches of Newhouse, and Wightbus**





nal rear boot creates a total of 9.5 cubic metres of luggage space to the Porto

Thank goodness for power steering...

## Driver impressions

'Basic' is the description which comes to mind when seated behind the 500mm adjustable steering wheel on the non-suspension, pedestal driver's seat. But it's all good enough.

Optimo-type non-heated exterior mirrors are too slim but otherwise well positioned and all controls/switches, including Blaupunkt radio/PA/cassette, are easily viewed and operated. It's a specification likely to leave most drivers unmoved because this is an uncomplicated machine designed for uncomplicated work. It has that 'jump-in and drive' facility much in demand from operators wanting to gain maximum fleet utilisation.

Once on the move the Dennis contribution to this package can be appreciated. Indeed it performs so well within its parameters that it could be argued that the combination of Porto body and Javelin underframe is ideal.

This is our first experience of the Euro 2-spec entry-level Javelin which has a few pleasant surprises up its low-emission sleeve.

Dennis has rationalised the Javelin range giving this 245 bhp chassis the upgraded level of equipment from the higher-powered GX. It shares 420mm clutch; D-LISA discs on the front axle; dual-fill triple rear-mounted fuel tanks; uprated Eaton rear axle with lower 3.7:1 ratio; and 275/80 tyres. In a word the chassis is more refined.

It is more tractable through the gears and there's a welcome improvement in footbrake feel. Fewer gearchanges are required and the coach holds maximum speed on the motorway with greater ease in top gear.

## Verdict

Some of the improvement can be put at the door of the light-

weight Porto body. But the most welcome manifestation of Dennis' refinements is waiting at the fuel pumps.

There's a belief within the coach and bus industry that Euro 2 increases fuel consumption. This Dennis/Caetano combination contradicts that belief in a big way.

Javelins have a reputation for good fuel economy. Over the years CBW road tests have recorded average fuel consumption around 11 mpg.

This machine recorded 12.9 mpg on a test which reflected the typical driving style expected on a day tour. But don't forget all that low-gear work in the Peak District, or the aggressive acceleration during the performance tests.

Last time we tested a Javelin 245 the conclusion was: "The Javelin is less refined than some of its European competitors."

The news is that, with the chassis upgrade, the Javelin has regained its youth and is responsive to drive. Good news for passengers.

Not because drivers will act like budding Grand Prix drivers but because progress is smoother. And the noise levels on this Porto-bodied coach were relatively low. As one of our crew said: "You can hear the quality."

However, the Porto's level of equipment is key to the success or failure of this exercise. Is there a market for this specification coach? Is Caetano too late or too soon with its entry into this sector? Is the £116,000 asking price too expensive?

These questions can only be answered by the market but, if cost cutting is the name of the game, Caetano has gone as far as is reasonably practical.

To go further is to take quality, safety or refinement out of the vehicle.



Third step introduced

## SPECIFICATION

### VEHICLE

<b>Chassis:</b>	Dennis Javelin 245 12-metre
<b>Body:</b>	Caetano Porto - 57 fixed seats
<b>Price:</b>	£116,205
<b>Engine:</b>	Mid-mounted Euro 2 Cummins C-series six cylinder - turbocharged and after cooled
<b>Power:</b>	245 bhp (180 kW) @ 2,200 rpm
<b>Capacity:</b>	8.3 litre
<b>Torque:</b>	756 Lbf ft (1025 Nm) @ 1,400 rpm
<b>Gearbox:</b>	ZF S6.85 synchromesh six-speed manual
<b>Clutch:</b>	Single plate - hydraulic operation with servo
<b>Steering:</b>	ZF 8095 integral power-assisted - column adjustable for height and rake - 50 cm steering wheel
<b>Tyres:</b>	275/80R 22.5

### Brakes:

Dual-circuit air system  
ABS fitted  
Front - Girling D-LISA discs  
Rear - Girling Simplex drums  
Handbrake - spring release  
Exhaust brake - air operated

### Suspension:

Full air system with two quarter elliptical springs and panhard rod at the front/twin leaf parabolic springs at the rear - double-acting telescopic shock absorbers/ferry lift and front kneel

### Front Axle:

GKN S63

### Rear axle:

Eaton 23120 - ratio 3.7:1

## DIMENSIONS

<b>Length:</b>	12 metres
<b>Width:</b>	2.5 metres
<b>Height:</b>	3.2 metres
<b>Wheelbase:</b>	6.25 metres
<b>Unladen weight:</b>	11,000 kg
<b>GVW:</b>	16,800 kg
<b>Underfloor locker space:</b>	9.5 cubic metres

### PERFORMANCE

#### Test

<b>consumption:</b>	12.9 mpg
<b>Acceleration:</b>	0-30 mph - 11.4 secs 0-50 mph - 26.7 secs

#### Fuel tank

<b>capacity:</b>	95 gallons (maximum range - 1,225 miles)
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#### Noise levels at

<b>62.5 mph:</b>	Front - 73 dB(A) Middle - 68 dB(A) Rear - 67 dB(A)
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## SPARES PRICES

Front centre bumper	£111.60
Front corner bumper	£98.40
Rear corner bumper	£59.18
Rear centre bumper	£111.84
Half screen	£507.60
Main bay	£111.84
Inner headlamp	£38.23
Outer headlamp	£89.88
Rear lamps	£30.31





DEALS IN BRIEF+++DEALS



## Resting on its laurels...

HOLMESWOOD Coaches made the best of the paintwork on this Algarve II, at last year's Expocoach to celebrate **Salvador Caetano's** anniversary. This year, it's Holmeswood's 50th birthday, so the Ormskirk company simply retained the laurels and signwriting and recycled them! The midicoach is based on MAN's respected 11.190 rear-engined chassis. It has 35 seats and an interior to standard specification ideal for Holmeswood's extensive tour programme and on private hire. Shown collecting the coach from regional sales executive Tony Walton (right) is Holmeswood's Francis Aspinall.

## Cityliner a celebration



THIS Neoplan Cityliner from **SJ Carlton** has also joined Holmeswood Motors' fleet as a celebration of its 50 years in business. The Mercedes-engined 49 seater, with manual ZF gearbox and air conditioning, was delivered with tinted double glazing, wheel trim covers and carpeted aisle, plus full audio-visual system. It will be the tours programme.



## Mistrals go to Emerald Isle

TWO Jonckheere Mistral coaches on Volvo B10M GL have gone to Southern Ireland from **Yeates**. Glynn's Coach Hire of Ennis, County Clare, has opted for this Mistral 50 with 49 seats, centre sunken toilet, centre Continental door and Telma retarder.... and an almost identical vehicle has been delivered to Callinan Coach Hire in Cregboy, in County Galway. Callinan's has the added attraction of alloy wheels.

YEATES

# Agent next door points Compass in one direction

Stockton-on-Tees operator's proximity to Volvo dealer and extra luggage space are factors in it taking three Jonckheere Mistrals on Volvo B10MSE chassis

by Mark Williams

WITH a Volvo main agent next door to the depot in Stockton-on-Tees, it made a great deal of sense for Compass Royston to take three of these Jonckheere Mistrals on B10MSE.

"They'll replace Bovas, which have been excellent vehicles, but the service we are getting from the local Volvo agent is first-class," said partner Gary Walton. "We specified the B10MSE because of the extra luggage space you get with the boot... we carry a

lot of brass bands abroad." Compass Royston has also added towing hitches to these largely private-hire vehicles, because the issue of luggage space has forced their hand: "But we charge for the trailer, too, and the rates can be quite useful," said Mr Walton, who shares the management with his father, John.

The coaches are 51 seaters with standard equipment

## Quartet takes pride







including rear Continental door and rear saloon toilet. They have joined a growing fleet, which has risen from 18 to 38 vehicles and is now being rejuvenated by new purchases.

"It's been a conscious effort to upgrade the fleet, for the simple reason that it makes financial sense," said Mr Walton. "You get far fewer problems with newer coaches."

One particular area of concern in the coaches was the seating. A local goalkeeper whose team coach is supplied by Compass remarked on the poor quality of coach seating in his

autobiography, and Compass Royston took it personally: "The Mistrals have Spanish-made Fainsa seating, which we hope will be better... after all, we're a bums-on-seats industry..."

## of place at the show



### KIRKBY

THIS quartet of coaches took pride of place at Kirkby's show last week and was just inside the gates to greet visitors.

Three Plaxtons, for Pullman, Safari and Jamiesons, were lined up with a superbly refurbished Jonckheere for Moffat & Williamson... all due for imminent delivery.

■ For a full report of the Kirkby show, turn to page 8 in this week's News



### AW GROUP

## Third Beulas/EuroRider

IT'S three in a row for Coliseum, which has taken another Beulas-bodied Iveco EuroRider coach for its Angela Holidays business from the AW Group. The air-conditioned vehicle has 49 Vogel seats, toilet, dashboard fridge, double-glazed peage widow and tinted glazing throughout, plus all the Iveco EuroRider refinements. These include both ABS and ASR, Telma, front twin disc brakes and a hefty 350 bhp. "The dedicated Angela fleet has grown from three to six in the nine years we've been associated," said Coliseum director David Pitter. Mr Pitter says Angela's customers still identify the Beulas as "something new" and that's good for tour and coach provider: "We're always on the lookout for something different here at Coliseum," said Mr Pitter.

CBW



# Integrate your registrations

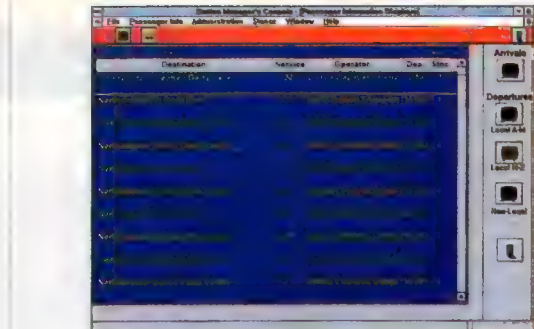
**Mark Williams examines a computer programme that's proving a boon to local authorities and passengers**

**A** COMPUTER programme which can form the 'kernel' of an integrated bus registrations system is being developed with local authorities. Anite Systems' ROUTEWISE™ can be used to schedule and even cost new services, and its makers say it could be networked with PTEs and Traffic Area Offices so that registrations could be made 'live.'

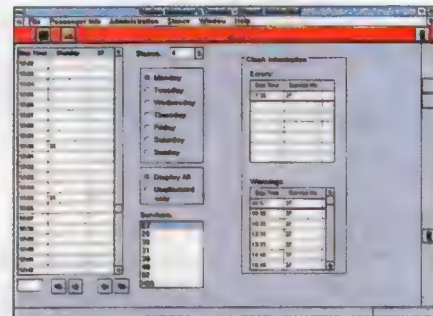
The software package hinges around a central database module which stores relevant detail. For example, details of the services visiting an entire county's bus stops can be stored, and monitored or retrieved for timetabling or bus stop displays. The central system is Windows-friendly, and can be used by other applications already established in operators' computer use.

"From the start, we wanted to produce a product which would interface with third-party products," said Jon Stern, transport systems manager at Anite, in Fleet. "On one site, we've got it interfacing with Hoskyns Busman, and Atkins Wootton Jeffreys' TRIPlanner was built for the ROMANSE project in Hampshire."

Officially, ROUTEWISE™ was launched last June but had been in on-site development for some six or seven years. Since then, two local authority clients have bought into the system, but there's interest from Traffic Area Offices (TAOs) and at least one of the Big Five bus companies. Dundee City Council has bought the 'ker-



Passenger Information - shows arrival/departure screens



Station Management System - enables services to be allocated to stands

## RouteWISE presents operator-friendly screens

nel' which is at the centre of the software, plus three applications; the Timetable Production module, the Schools Transport module, and the Concessionary Travel module. Combined, the three between them produce single service timetables, corridor timetables and wayside timetables, manage pupil allocation for schools' contracts, and travel permits for subsidised concessions.

Fife Council has seen the benefit of the vast store of timetable information as vital not only internally, but is anticipating installing a Travel Enquiry module which will allow travel offices to call up specific and relevant information for the public, particularly as its information is cross-referenced with Dundee's, eliminating the false 'borders' between the authorities.


Further modules already devised include a station display module, for arrival/departure screens, station management for bay and stand allocation, a Geographical Information System, an Internet module for complete information access, and a local, public access terminal module.

The database was specifically designed for local authority use, but Mr Stern sees a much wider role for ROUTEWISE™: "There is a real problem with information access at TAOs, with hundreds of registrations changing each week at certain periods," he told CBW.

"It's not difficult to see an advantage for operators, given access to relevant service details from the TAO, being able not only eliminate duplication and ensure all stops are timetabled for each corridor, but to register new services and changes by e-mail direct to the TAO."

ROUTEWISE™ can also be locally networked using all LAN systems - a vital feature where companies have several, linking operating subsidiaries. The enthusiasm for bus companies to run rail services may make this an even more relevant function, particularly as Railtrack's rail data diskettes, supplied six-monthly, can be directly inputted into the system.

The flexibility of ROUTEWISE™ comes at a price: £20,000 for a five-user licence with full features, but less for operator systems: "It's a long-term investment for the purchaser," says Mr Stern. "But in a fragmented industry, ROUTEWISE™ could help pull the threads together."

 **Inquiries about ROUTEWISE™ can be made to Anite, at 127 Fleet Road, Fleet, Hants GU13 8PD, tel 01252 775200, fax 01252 775299, e-mail jstern@tandt.anitesys-tems.co.uk**

**CBW**



**Jon Stern: hoping local authorities will demonstrate value of programming**



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Fax: 01733 467154

# Coachmart

## VOLVO

Pre-owned coaches

## Volvo. Coach of the Year for the third consecutive year.

### SUPREME COACHES

**1990 MAN 16.290 Jonckheere Deauville**

51 seats, toilets etc. Long MoT  
£77,500 + VAT

**1991 MAN 16.290 Jonckheere Deauville**

As above. CHOICE OF 2  
£82,500 each + VAT

**1978 BRISTOL VRT LEYLAND 501 D/D**

ECW low bridge/74 seats  
CHOICE OF 2  
£3,950 each + VAT

Tel: Ian or Steve  
(01702) 603996

68661/CM

1984

### MB200 DAF ALGARVE

Wired for TV and video,  
radio/cassette, seat belts,  
coffee machine and WC.  
MoT June 1997

£23,000 ono + VAT

Telephone:  
01763 245327

68659/CM

### FOR SALE

**3 x 1985 DENNIS DORCHESTERS.** 4-speed  
Voith gearbox, Gardner  
engine, corner toilet, 44  
seats, excellent condition.

**FUEL TANK.** 22,000 ltrs  
approx, self-contained with  
internal pump and remote  
dispenser

£2,100 ono

Telephone:  
0114 276 7767

68950/CM

### 1987 DAF SB3000, BERKHOF ECLIPSE

76 reclining seats with belts,  
video, 3 monitors, hot & cold  
drinks machine, fridge,  
Webasto, double glazed,  
curtains, double courier seat,  
toilet, excellent condition

£57,500 + VAT

Part Exchange considered  
Tel: 01702 216369

68900/CM

### 1987 BEDFORD YNT DUPL 320C

57 seats with seat belts,  
12 months MoT

£24,000 ono + VAT

Belle Coaches  
Suffolk

01728 830414

(Ask for Ken)

68660/CM

### RENAULT MASTER COACHCRAFT

1988 - 13 seater + courier, wired video,  
tea/coffee machine, tinted window,  
underfloor luggage space, P.A.,  
radio/tape, Vogel high back seats

£4,600

**OPTARE VW CITY PACER** 1988 - 25  
seater, standard seats, recon engine,  
P.A system, radio/tape

£5,400

**ROYAL TIGER PARAMOUNT 3500**

1984 - 49 seater executive, tea/coffee,  
video, PA radio, recon engine, toilet,  
reclining seats, curtains

£20,800

**WOLD TRAVEL**

01377 217461

(24 hr) E. YORKS

01377 217810 (Fax)

68661/CM

1981 DAF 11.5

53 seater with curtains,  
taxed and tested

£10,000

**1983 VAN HOOL ALIZEE**

Ward Dalesman, Cummins  
engine, toilet on board, fitted  
curtains, 49 reclining seats,  
taxed and tested.

£22,000

Tel: 01432 264458

68918/CM

### 1983, 53 SEATER, BEDFORD YNT PLAXTON PARAMOUNT

Good clean coach,  
seats re-covered

£12,500

### FORD R1114 PLAXTON SUPREME

Good clean coach

£2,500

Tel: 01629 822357

68911/CM

### Due to new vehicles arriving we have for sale

**LEYLAND TIGER DOYEN SEMI-AUTO**

1985, 49/53 Vogel recliners, toilet, boiler,  
R/C/PA, Centre Door, Courier,  
MoT till May '97, good condition

£21,000 + VAT

**MERCEDES 0303 JONCKHEERE**

BERMUDA

49 recliners, R/C/PA, boiler, wired for  
TV/Video, MoT till Oct '97, good runner

£16,000 + VAT

**TOYOTA OPTIMO**

1990, 21 seats, R/C/PA, Courier,  
recent engine rebuild, MoT till May '97.  
Quantity of spares with this vehicle

£16,500 + VAT

Tel: 0181 472 5954

68957/CM

**1987 D REG IVECO 49-10**

25 seat coach seats, c/w belts, full soft  
trim, tinted windows, good size boot, 4  
speaker stereo, plain white (no signwriting)  
new tyre and brakes, power door,  
destination gear, tested 20.11.97,  
excellent driver and condition  
(Robin Hood Coach Body).

£5,995 ono + VAT

FINANCE AVAILABLE

**F REG FREIGHT ROVER**

Accessible mini bus, 1993 Di engine and  
box (80 PSI), 8 high back seats, c/w 3  
point belts and arm rests (coil for 14 or 4  
w/chairs + 4 more seats available) power  
door, new full soft trim, rear heating, full  
tax and test, just serviced, vgc, white

£4,500 ono + VAT

FINANCE AVAILABLE

TEL: 01207 290424

68919/CM

**1982 LEOPARD**

51 Seater Duple

**1980 LEOPARD**

53 Seater Plaxton

**1979 LEOPARD**

53 Seater Plaxton Express Doors

**1975 LEOPARD**

57 Seater Duple

**1989 MERCEDES 609**

24 Seater, Air Door, Floor Rack, Boot

The above are all in excellent  
condition for the year and in daily use.

Contact:

**JONES MOTOR SERVICES**

Flint, North Wales

Tel: 01352 733292

9.00am - 5.00pm

68962/CM

**1982 DAF PLAXTON SUPREME**  
BODY, 51 recliners. Re-upholstered 2  
years ago. To be sold with new MoT.

£15,500 ono + VAT

**1981 VOLVO B58**, private plate  
Plaxton Supreme Body, 53 seater,  
non recliners, MoT 7th October 1997

£12,500 ono + VAT

**1982 VOLVO B58 PLAXTON**  
SUPREME BODY, 53 non recline  
seater, MoT 17th October, 1997,  
painted white. . . . . £12,500 ono

TEL: 01843 591105

68907/CM

### 1994 'L' MERCEDES 609

24 seats, power door, boot,  
belts, tested Feb '98, taxed

£28,500 + VAT

### 1985 'B' OLYMPIAN

78 high back seats, long  
test, taxed

£29,500 + VAT

### A1A TRAVEL

0151 666 1616 /  
650 1616

69001/CM

**PLAXTON 3500**, 1984, Leyland Tiger, 6  
speed ZF, full exec, 49R, recon eng. 12/96,  
white, excellent condition

£25,000

**MCW METROLINER**, 1984, Cummins L10,  
Leyland-Auto, toilet, 48R, recon box 01/97,  
white, very good condition

£12,500

**PLAXTON SUPREME**, 1981, Leyland Tiger,  
semi-auto, 12m std, 53R, recon box 02/97,  
white, good condition

£10,000

**PLAXTON SUPREME**, 1976, Leyland  
Leopard, semi-auto, 11m std, 53S, good  
condition

£3,000

**MAZDA E2200**, 1992, diesel, 5 speed,  
coach seats, 14 PSVD, original white,  
0mpg, mint condition

£7,000

All with full tests

Tel: 01977 616398 (Yorkshire)

68963/CM

**1989 PARAMOUNT 3500 TIGER 260 MANUAL EXEC**, 49 seater, continental door,  
double fuel tanks, PA/radio, TV/video, Webasto, fridge, sunken rear toilet, drinks  
machine, tinted windows, double glazed, curtains, MoT and taxed, all white

EXCELLENT CONDITION £49,500 + VAT

**X REG BEDFORD YNT 500 TURBO 12M DUPL**, NOT 11M DOMINANT IV.  
Test/tax Oct, 57 seater, all white, recent full engine and clutch, repanelled, power  
door, tinted windows, good condition

£6,500 + VAT

**C REG 608D MERC 27 SEATER WHITTAKER CONVERSION**. Recent recon  
engine, Merc coach seats with spares available. Test Sept and taxed, all white

£6,500 + VAT

**R REG 1977 BEDFORD PLAXTON YLQ, 45 SEATER**. 500 engine, box, new front  
fitted, repanelled, new Michelin tyres, brakes and drum, many new parts. May MoT,  
tax

VERY TIDY £2,950 + VAT

**X REG PLAXTON DAF SUPREME**. Rear engine exec, 48 seater plus crew seat,  
wired TV, video, PA/radio, toilet, continental door, fridge, reconditioned ZF box, brand  
new clutch. July Test, all white, excellent condition, good for first executive coach

£10,750 + VAT

Contact Ralph or Dave

OFFICE: 0191 3734200 24 HOURS: 0191 3780393

68960/CM

Coach and Bus Week ending 15 March 1997





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**91 SCANIA K113CRB VAN HOOL ALIZEE**

Fitted with GR801 comfort shift, retarder, radio/PA/cassette, refrigerator, drivers bunk, drinks machine, continental door and centre sunken toilet.



**91 MAN SETRA INTEGRAL 215 HD**

ZF gearbox, 49R+C, retarder, video/monitor, radio/PA/cassette, drivers bunk, drinks machine, refrigerator, centre sunken toilet and continental door.



**93 SCANIA K113CRB PLAXTON PREMIERE 350**

GS772 gearbox, 49R+C, retarder, radio/PA/cassette, drivers bunk, drinks machine, continental door and centre sunken toilet.



**93 DAF MB230LT VAN HOOL ALIZEE H**

ZF splitter gearbox, 49R+C, retarder, radio/PA/cassette, drinks machine, refrigerator, continental door and centre sunken toilet.



**93 VOLVO B10M PLAXTON PREMIERE 350**

ZF gearbox, 49R+C, video/monitor, radio/PA/cassette, continental door and centre sunken toilet



**91 LEYLAND TIGER CUMMINS PLAXTON 3500**

ZF 6 speed gearbox, 53R+C, retarder, radio/PA/cassette and continental door.



**92 VOLVO B10M JONCKHEERE DEAUVILLE**

ZF gearbox, 49/53R+C, video/monitor, radio/PA/cassette, drinks machine, refrigerator, continental door and centre sunken toilet.

### CONTACT NUMBERS

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FAX: 01909 500165



### AEC

1979 T AEC RELIANCE, AH760. Dominant II express, 53 seats, semi-auto gearbox, short MoT, good engine and mechanics, for spares or repair (slight body damage). MacEwan's Coach Services, tel: 01387 710357. 69052/AEC

### BEDFORD

BEDFORD YRQS TURBO, 1981, 35 retrimmed seats, good condition, new tyres, taxed. Tel: 01837 82297. 68906/BE

### BOVA

### BOVA

#### 1988 BOVA FUTURA

MoT Jan '98.

49 seat executive.

Toilet, video, fridge, hot drinks, boiler and all usual Bova extras. EXCELLENT CONDITION.

**£57,000 ono + VAT**  
**KINGS COACHES**  
**01206 210332**

69038/BOV

### DAF

#### DAF SB2300, PLAXTON PARAMOUNT 3200

1985, MoT Aug 97, tax June 97, 55 seats with seatbelts, radio/cassette/PA, curtains, good condition.

**£24,500 ono + VAT**  
**£22,995 for quick sale**  
Tel: 0181 531 7854

68906/DAF

#### DAF JONCKHEERE BERMUDA 1982

49 recliner seat executive coach with TV/video, toilet, tea machine, courier seat, re-conditioned gearbox fitted 17/12/96, clean coach, selling due to replacement.

**£18,950 ono + VAT**  
**01228 810387**

67786/DAF

#### DAF BOVA FUTURA

53-seater coach, Reg May '94. Damaged REPAIRED, very clean, any trial.

Contact REMO at Keltruck  
**0121 525 7000**  
or  
**0831 666679**

68965/BOV

### DAF

#### Rental, Lease or Sale!

MB230, Paramount 3500, 49 seats, rear sunken toilet, drinks machine, continental door, plain white, 1989, 'F'  
**DAWSONRENTALS LTD**  
Tel: 01908 218111  
Quoting 'BC' 69077/DAF

#### HARRIS COACHES

1993 'K' DAF

#### SB3000/VAN HOOL

48 seat, air conditioned, fully Auto. Executive, Continental exit, toilet, drinks, courier, very good condition throughout, choice of two identical vehicles with long MoT's.

**£112,000 ovno**  
Contact Frank Harris  
01708 864911 or 01375 396688

69095/DAF

DAF SB3000 LAG PANORAMIC. 1989. ZF 6 speed gearbox, 49 R+C, radio/PA/cassette, video/monitor, drivers bunk, drinks machine, refrigerator, continental door and centre sunken toilet. For viewing or further information on this vehicle please contact Scania Bus & Coach UK Ltd. 01909 500822. 67786/DAF

FAX YOUR COPY OVER NOW ON  
**01733 467154**



## DAF

### 1987 (D) DAF D.11.T.D. PLAXTON 3200

53 E type seats fitted with belts, red/grey interior, white exterior, owned from new. MoT expires 19.11.97

**£32,500 + VAT**

*In current use and available for inspection, for further details please telephone*  
**01928 572108**

**SELWYNS**  
COMMITTED TO QUALITY

69022/DAF

## DENNIS

### DENNIS Rental, Lease or Sale!

Javelin 290GX, Caetano Algarve II, 49 / 51 / 53 seats, rear toilet, drinks, continental door, plain white, 1995, 6 'M' 'N'.

Javelin 240, Caetano Algarve II, 53 seats, continental door, plain white, 1996, 'N'

**DAWSONRENTALS LTD**  
Tel: 01908 218111

Quoting 'BC'

69079/DE

1992 (K) DENNIS DART MARSHALL BUS, 17 standees, price includes painting base colour, P.O.A. Williamson's 01691 682232.

69037/DEN

## DOUBLE DECKER

1968 BRISTOL VRT LL, open top double decker, 78 seats, "Gardner Engine". MoT Sept 97, recon gearbox 94, recon mitre box/fluid flywheel 96, tachograph, very good condition throughout, £4950 + VAT. Tel: 01469 560550.

69054/DD

1980 LEYLAND TITAN, 73 seater, Park Royal body, air suspension, MoT Aug '97, recon engine 1995 and gearbox January 1997. £8,750 + VAT. Tel: 01353 662300.

68742/DD

## FORD

NEW FORD 8 seat + driver, belted and carpeted. Also 14 and 16 seater PSV available now + 90 Transit 13 crew bus, diesel, low mileage. Tel: Blythswood on 0141 221 3165 or 0141 639 6107 (eve).

69043/FO

## LAG

LAG PANORAMIC, September 1989, all normal panoramic extras plus seat belts, throughout, owner driven from new, just under 400,000 miles on clock, MoT, August 1997, exceptional, all white. £55,000 + VAT. Tel: 01538 754770.

68789/LAG

## LEYLAND

### LEYLAND TIGERS

Ex-MOD, LHD, 1985-1989, low mileage, Wadham Stringer body or Plaxton

**£6,000-£10,000**

**Bulwark Bus & Coach**

Tel: (01291) 622326

Fax: (01291) 622726

68903/LE

### CHOICE OF 8

### LEYLAND NATIONAL Mark I

All excellent condition, new or recent MoT.

**£4,000 + VAT**

(Tyres excluded)

**Tel: 0151 523 3118**

68964/LE



### 1990 (G) LEYLAND PLAXTON TIGER 3200

Ref: L/389/C

48 Reclining seats, semi-auto gearbox, power door, servery, livery-white

MoT: 16.12.97

**£59,750**

Telephone: 01709 700600

Fax: 01709 700007

68957/LE

## LEYLAND

### 1986 LEYLAND TIGER CUB OPTARE BODY

33 seats + 8 standees,  
MoT August '97

**£3,850**

**01302 770273**

(Mr C Williamson)

69024/LE

### VARIOUS LEYLAND DAF HI-TOP, LOW TOP, 12-16 SEATERS

Various  
prices/years

FROM

**£3,000 - £8,000**

**Tel: 0181 459 2595**

69082/LE

### LEYLAND TIGER

1989

**Plaxton Paramount 3500**

53 reclining seats,  
Cummins engine,  
ZF automatic gearbox.

Tested until end of the year.

**2 vehicles**

**OFFERS**

**Tel: 01293 507099**

69100/LE

1985 LEYLAND CUB, 31 seats, Wadham Stringer body, 1 council owner, very clean. £2,900 + VAT ono. Tel: 01873 855832.

68886/LE

LEYLAND LEOPARD S/A 53 seats, 1981, long MoT, excellent condition, used on tours. Tel: 0831 265 979.

68804/LE

1978 LEYLAND NATIONAL 10m, 41 seater with luggage pen. Totally refurbished with coach seats and headrests, professional stereo system etc, full PSV MoT until 24.10.97. £7000 ono. Tel: 0181 467 4431.

68810/LE

1979 LEYLAND LEOPARD, semi auto, 53 seats, MoT Nov 97, reliable contract vehicle, well maintained, £4,000 + VAT. Tel: 01394 284150 Suffolk.

69087/LE

LEYLAND TIGER, Duple Caribbean II, 1985, 55 seats, semi-auto, good condition, very clean, new test, £25,000. Tel: 01234 711318.

69089/LE



### Pre-owned coaches

1994 - VOLVO B10M  
PLAXTON EXCALIBUR

50/53 reclining seats with arm rests, Telma retarder, fully carpeted, radio and PA system, wood veneer, curtains.

1990 - VOLVO B10M  
PLAXTON PARAMOUNT

53 reclining seats with arm rests, Telma retarder, rear emergency door, Webasto, courier seat, double glazing.

1992 - VOLVO B10M  
PLAXTON PREMIERE 3500

50/53 reclining seats with arm rests, Telma retarder, rear continental door fully carpeted.

1990 - VOLVO B10M  
PLAXTON PARAMOUNT 3500

51 reclining seats with arm rests, Telma retarder, rear saloon toilet, rear emergency door, Webasto.

1993 - VOLVO B10M JONKHEERE  
50/53 reclining seats with arm rests, Telma retarder, courier seat, radio & PA system, Moquette to roof, double glazing, rear continental door.

1990 - DAF 12/290 BOVA FUTURA FHD  
55 seats, courier seat, double glazing, curtains.

1989 - DAF MB230 VANHOOL ALIZEE  
51 reclining seats with arm rests, centre continental door, centre sunken toilet, Moquette to roof, double glazing, radio & PA system.

1986 - DAF MB200 DUPLÉ CARIBBEAN II  
53 reclining seats with arm rests, Moquette to roof, rear continental door.

1988 - DENNIS JAVELIN  
PLAXTON PARAMOUNT 3200

49 reclining seats with arm rests, courier seat, rear sunken toilet, rear continental door, Telma retarder.

1996 - DENNIS JAVELIN 240  
PLAXTON PREMIERE 320

53 reclining seats with arm rests, courier seat, rear emergency door, fully seatbelted.

1992 - LEYLAND TIGER 290  
PLAXTON PARAMOUNT 3500

49 reclining seats with arm rests, rear sunken toilet, rear continental door, double glazing, courier seat, telma retarder.

**★Triple Choice Diamond plan now available on selected used vehicles**

**★ Rental options also available**

**Call 01909 551166 for further details NOW!**

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34 seats, toilet, MoT  
Dec. 97, double  
glazed, crew seat  
**£57,000**

**01252 724010**  
**SURREY**

68749/MAN

### 1993 CAETANO ALGARVE II

9m with MAN 11190 chassis.  
30 reclining seats with seatbelts,  
air conditioning, toilet, coffee  
machine, TV, video, stereo, PA,  
curtains and double glazed.  
Owned by us from new, with  
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### MERC. 709 BUSES 'J' REG 1991

29 Retrimmed seats, 10  
standees, long MoT's,  
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**£17,500 ono p/x possible**

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69051/ME

Oct 1988

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19-seater, power steering, forced air  
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Coach owned from new and in  
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Selling due to replacement.

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FOR CASH**, all sizes for sale coach spec,  
37 seat 814L plus 33 seats 814, forced  
air, plus 29 and 25 seat 711 turbo, in stock  
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seat p/door, large boot available now, with  
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69041/ME

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SIQUE II**, 29 seater, Dual Purpose  
Midicoach, M reg 1995, white, unwritten,  
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69025/ME

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**E MERCEDES 609D LUXURY 25 SEAT  
MIDIBUS**, high back seats, power door,  
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68973/ME

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69044/ME

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444444.**

68922/ME

**1991 MERCEDES 811D SERVICE BUS**,  
AUTOMATIC, 33 seats, 8 standing,  
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B10M Plaxton 86/88.

69004/ME

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68917/ME

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**1977 (R) Bristol VR**, ECW body,  
74 seats, 12 months MoT, ex  
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seater, power door, very straight,  
excellent spare motor, long MoT  
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belts, power door, replacement  
engine Oct 1996, still under war-  
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69072/NSM

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A leading Finance House  
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### 1989 TOYOTA OPTIMO

21 seat mini coach

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69040/ME

**1990 (G) TOYOTA OPTIMO II CAETANO**  
ref: T/330/C 18 seats plus courier, power  
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68958/MM



### CAETANO OPTIMO II

21-seat Mini-coach. K reg.  
Recent engine rebuild,  
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Complete with luggage trailer.

**£25,000**

68914/MB

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## MINIS & MIDIS

## FOR SALE

**N reg LDV Convey**, 16 seat diesel, newly converted ..... **£14,995**  
**N reg LDV**, 16 seat diesel, full spec ..... **£11,400**  
**M reg LDV**, 16 seat turbo diesel, full spec ..... **£11,250**  
**L reg LDV**, 16 seat diesel, full spec ..... **£8,900**  
**M reg FORD TRANSIT**, 14 seat diesel ..... **£10,750**  
**IVECO 49-10**, 1988 turbo diesel, 16 seat, 3 tables, reading lights, parcel  
shelves, seatbelts, tinted windows, saloon heater ..... **£9,995**  
**CONVERSION TO CUSTOMER SUPPLIED VANS**  
**LEYLAND DAF**, conversion for 17 seat ..... **£2,800**  
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69029/M+M



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**2 "N" Reg LDV 400 Diesel 16 seater Crystals Conversion**  
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**Mercedes 611D Turbo**, 24 seat hi back moquette seats, soft carpet trim, moquette  
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**Unregistered LDV Convoy**, hi roof turbo diesel, PAS, 16 hi back seats covered in  
moquette, moquette centre panel, tinted windows, lino floor, luggage racks, saloon  
heater, quadvent, wheel trims, .....lo spec **£21,950**, hi spec **£22,950**  
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ALL PRICES + VAT

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16 seat luxury

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24 plus courier with boot

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29 plus courier, large boot, side lockers

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66576/MM



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1987 20 SEATER FREIGHT ROVER, MoT June 97, exterior white, tacho fitted. £2900  
1987 20 SEATER FREIGHT ROVER, MoT June 97, exterior white, tacho fitted. £2800  
1987 16 SEATER FREIGHT ROVER, MoT Feb 98, tacho fitted £2900  
1985 FORD TRANSIT, 16 seater, MoT July 97, tacho fitted £1900  
1985 FORD TRANSIT, 16 seater, MoT Sept 97, tacho fitted £2200

All the above vehicles plus VAT  
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1x 1987 D reg, 24 coach seats, MoT June, tow bar, curtains, twin tanks, small boot . . £10,500 ono  
1x 1988 E reg, 19 full size coach seats, curtains, very large boot, video, MoT June . . £12,500 ono  
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Telephone:  
01268 550635

69071/MB

FOR SALE: E REG IVECO, 16 seater, 2.5 diesel, tax and MoT'd, low access with tail-lift, full Unwin tracking. £5,000 ono. Must sell. Tel: 01222 595619.

69091/MB

1994 (M) RENAULT MASTER, luxury 16 seater, seatbelts, Cymric conversion, low mileage. Choice of 2, £13,500 + VAT, Swansea. Tel: 01792 894136. 69083/MB

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Special Price £23,000!!!

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69097/MB

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L Transit Diesel, 9 str taxi bus, new conversion £7,000

Dodge S56 service bus, MkII, square headlights, 1988 Alexander body, 25 seats, tested August 97 £5,500

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USED

1994 (L) FORD TRANSIT 15 seater + driver, seatbelts.

1993 (L) MERCEDES 814 Plaxton Beaver Coach Spec

1991 (H & J) MERCEDES 410 16 seaters

1990 (H) MERCEDES 24 seats, coach spec

1990 (H) TOYOTA OPTIMO, 21 seats, luxury, tv, etc, choice.

1990 (G) MERCEDES 609, 24 seats.

1987 (D) MERCEDES 609, 19 seater, new engine, new test

68780/MB

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1980 MERCEDES 207D, 12 hi-back seats, tested to April 97, bodywork fair, mechanically sound. £1,200 + VAT ono. Tel: 0114 275 4838. 68773/MB





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Our latest range of wheelchair accessible and safety buses now includes the Mercedes Benz 711D. All have full safe passenger cells and certified seating.

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Jubilee invented the 8 seater Taxi Bus concept and now offer an amazing array of 7 and 8 seater private hire and full twin door Hackney accessible Taxis.

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\* **CRASH TESTED SEATS & BELTS.**  
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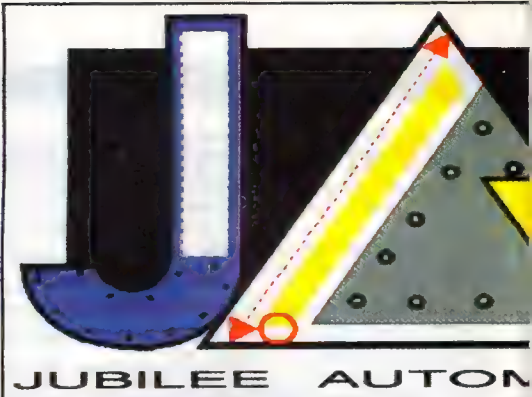
Patient transfer High dependancy and Dual Role. Options include lowering suspension, hidden ramps and chairlifts.

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\* **N FORD Diesel.** Luxury Jubilee 8 seater Taxi Bus. Front luggage pen. M2 luxury seats + belts. Wheelchair tracking. A professional piece of kit for just. Buy, finance or lease **£13,995.**  
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# M<sub>2</sub>

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1987 D MCW MetroRider 25 seat coach, Perkins 6-litre Phaser with Allison AT545 gearbox, 25 luxury coach seats in attractive grey/blue chevron pattern moquette with matching moquette centre roof panel, luggage racks, power door, repainted, being MoT'd and resprayed, certified seat-belts to all passenger seats, uniquely durable and versatile midicoach, this week's star buy at just £8,495 fully inclusive in YOUR LIVERY - if you're quick!

1987 D Freight Rover Sherpa Carlyle Mark II 16-seat coach, green moquette high-back seats with three point height adjustable belts, large luggage pens at rear, driver's locker, saloon heater, power door, one only at just ..... £4,495  
1977 PP Bristol LHS Plaxton Supreme, 30 retrimmed Plaxton Relaxa reclining seats with armrests, soft trim to centre roof, power door, gangway carpet, Supreme IV front, seat belts, refurbished by us in 1996, in outstanding condition throughout, unique vehicle at just ..... £5,995

1990 G Iveco 49.10 "New Generation" TurboDaily, Phoenix Mark II bodywork, 5 speed manual, power steering, 23 or 25 seats, power doors, luggage pen, DpTac handrails and bell pushes, Purmo saloon heating, one only, outstanding condition and value ..... £9,995

1990 G Iveco 49.10 TurboDaily, Robin Hood/Phoenix bodywork, 5 speed manual, power steering, 23 or 25 seats, power doors, luggage pen, resprayed in brilliant white, new MoT, AVAILABLE NOW, one only ..... £7,995

1989 G Renault S56 Mark II Northern Counties, 25-seat bus, automatic gearbox, coachbuilt front, red interior, power steering, disc brakes, Telma, one only and no more expected ..... £6,495

1988 E Renault S56 Mark II Northern Counties 25-seat bus, automatic gearbox, coachbuilt front, fawn/multicolour interior, power steering, disc brakes, three only ..... £4,995 each

1988 E Iveco 49.10 TurboDaily, Robin Hood bodywork, 5-speed manual, 23 or 25 seats, power doors, luggage pens, limited choice, price includes all usual preparation plus a fully reconditioned engine with 12 months unlimited mileage warranty, just ..... £6,495 each

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1987 D MCW MetroRider MF150/3 Midibuses, 23 seats, Diptac handrails, Perkins 6-litre/Allison 4-speed gearbox, power steering, power door, attractive red patterned moquette seating, full soft trim interior, extra ventilators, saloon heating, very good specification. Choice of three only ..... £6,995 each

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1985 B Mercedes 608D Plaxton Mini-Supreme 27-seat bus, coach-type power door, radio/cassette, twin luggage racks, luggage boot, saloon heater, attractive bus seats in brown moquette, wide body would take 850mm wide double coach seats ..... £5,995

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1982/2 X Leyland Cub Duple Dominant, 31 seat buses, Allison autos  
1983 Y Dennis Lancet Marshall, 51-seat bus  
1987 E MCW MetroRider, 23-seat bus  
1980 W Mercedes 508D, 19-seat coach conversion  
1991 H Iveco New Generation Phoenix, 23-seat buses  
1988 F Toyota SpaceCruiser, 8-seat people-carrier, warranted low mileage

All the above prices include our full preparation package, comprising a new P.V.N. MoT, full mechanical inspection and repair with defects rectified, and all necessary body repairs and repainting. Trade-ins are welcomed, and we can offer finance for any vehicle in stock, subject to status. Most of the above vehicles can be purchased at much lower prices with current MoT's prior to being prepared - for example, Renault S56 Mark II's (the body models with long MoT's are available from £5,500. Please for full details.

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1987 D Dodge S56 23/5 seater bus, Reeve Burgess bodywork, MoT May, 5 speed manual gearbox, power steering, Phaser engine, drives beautifully, resprayed in brilliant white, trade-in bargain at just ..... £2,995  
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15 seat luxury minibus, front entry, high back moquette seats with seat belts, very good condition  
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M reg LD 200  
Diesel 16 seater, power steering, high back seats, 4-point lap diagonal belts, 33,000 miles, outstanding condition, C.O.I.F.  
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8 seater, finished in blue, power steering, electric windows, choice of 3, one blue, two white, good condition and value for money from  
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21 seater 6 cylinder turbo, luxury spec, a credit to its former owner, finished in white in superb condition  
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LD 200  
Diesel 16 seat with wheelchair access, low mileage, superb condition, finished in red  
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Choice of 16-21 seat versions, 6 cylinder turbo, full luxury specification, stereo, tables, full service history, moquette condition. Only one remaining  
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18 seat with large boot, 96,000 miles only, outstanding in every way  
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14 seat diesel, 1 owner in excellent condition, C.O.I.F., seat belts  
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16 seats, high spec

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16 seats, luxury conversion

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1985 (B) MERCEDES 608D. 21 seater, red interior, white exterior with reliefs, MoT expires 4.3.98

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1993 48/49 seats, air conditioning, toilet, fridge, tea and coffee machine, one TV monitor.

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1993 12 metre, 36 Ambiente seats, air conditioning, rear floor level toilet and kitchen servery inc. tea, coffee and fridge, Flotex carpet throughout.

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CONTINENTAL EXIT, TOILET, DRINKS, COURIER, WEBASTO, DRIVERS BUNK

Wired for video plus all the usual Setra refinements. Choice of two identical vehicles with long MoT's.

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J registered, complete with TV, video, seatbelts, good condition, must be seen.

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Coaster, Caetano Optimo III, 21 seats, 1995, 'M'

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1983

### VAN HOOL ALIZEE

49 recliners and courier, P.A., drinks machine, WC, recently refurbished.

**£25,000 + VAT**

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**1991 H REG  
VOLVO B10M  
AUTO PLAXTON 3200**  
53 reclining seats, all belted,  
long MoT, choice of three.  
**Price £67,500**  
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### VOLVO B10MT PLAXTON 4000 (1986) (PP)

67 seats, MoT June 1997, recon  
engine newly fitted, wired for TV,  
video, usual fully functional  
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extra capacity fuel tank,  
excellent example for year.  
**£49,500 + VAT**  
**01698 870207**

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**1988 VOLVO B10M PLAXTON 3500**,  
53 reclining seats, aircraft lockers,  
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tive, air conditioning, inertia seat belts  
fitted, well maintained and good con-  
dition throughout, MoT October  
1997 ..... **£52,000 + VAT ono**  
**VOLVO B10M VAN HOOL 1988**,  
51/55 recliners, centre demount toilet,  
fridge, drinks, TV monitor, radio/PA,  
inertia reel seat belts, all white  
exterior, grey interior, MoT September  
1997. .... **£60,000 + VAT**  
**Tel: 01379 898202**  
(Suffolk) 69068/V

**VOLVO B10M VAN HOOL ALIZEE**, 1986  
(C) PP, 53 recliners, double glazed, auto  
lube, radio/PA, blinds, VGC, £49,500 +  
VAT. Telephone: 01932 352339. 69030/V

**1985 VOLVO B10M** (Private Plate)  
PLAXTON 3200 LOW DRIVER - 53  
reclining seats, COURIER SEAT,  
double glazed, radio, PA, TELMA.  
Excellent condition, low mileage  
**£37,500 plus VAT**  
**1985 VOLVO B10M** (Private Plate)  
PLAXTON 3200, 53 reclining seats and  
COURIER SEAT, radio, PA, AIR  
CONDITIONING. Double glazed,  
TELMA. Exceptional condition, low  
mileage **£38,750 plus VAT**  
**1988 VOLVO B10M PLAXTON 3500**,  
53 reclining seats, COURIER SEAT,  
double glazed, TELMA, blinds, radio,  
PA, SEATBELTS, low mileage,  
MINT CONDITION  
**£59,500 plus VAT**

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**1989 (F) B10M Mk3, Van Hool**  
Alizee, 52 recliners+ crew, brown  
interior, double glazed, radio/PA,  
curtains, painted white ..... **£67,950**  
**1988 (pp) B10M Mk2, Van Hool**  
Alizee, 53 recliners + crew, brown  
interior, Telma, blinds, double  
glazed, radio/PA, choice of 2  
..... **£63,950**

**1989 (G) B10M Mk3, Paramount**  
3200, 53 recliners, brown interior,  
radio/PA, choice of 2, repainted  
white and fitted with seat belts, both  
vehicles owned from new .. **£59,500**

**1989 (F) B10M Mk3, Paramount**  
3200, 53 (certified 57), grey interio-  
r, radio/PA, ZF auto ..... **£58,950**

**1986 (pp) B10M Mk2, Paramount**  
3500, 53 recliners, brown interior,  
radio/PA, double glazed, Webasto,  
choice of 2 ..... **£37,950**

**1982 (pp) B58, Jonckheere**  
Bermuda, 57 + crew, grey interior,  
radio/PA, auto ..... **£15,950**

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### 1982 PLAXTON VIEWMASTER

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glass, courier seat, new  
MoT, taxed. This coach is in  
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### VOLVO B10M VAN HOOL DROPHEAD ALIZEE

1984, 49 fixed seats, centre  
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Full air conditioning, TV, video, centre toilet,  
47/49 reclining seats with tables, glove nets, cup  
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glazed, full draw curtains and blinds, fully car-  
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Tempo 100, MoT - 12 months, very large bag-  
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THE RANGE COACH.  
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3500, centre toilet, continental  
door, drinks, video, two  
monitors, very clean, 1992, 'J'  
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**B58 VOLVO**, 49 seater, private plate,  
completely repainted, new toilet,  
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moquette, must be seen. £16,000 ono.  
**Tel: 01843 294875.** 68710/V

**1987 VOLVO PARAMOUNT 3200**, S3R,  
Webasto, Telma, Pannier  
lockers, MoT Jan '98, £47,500 + VAT.  
**Essex Coachways. Tel: 0171 515 0911.**  
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**1985 VOLVO B10M PLAXTON 3200**,  
53 R+C, MoT March 1998, recent  
Graffiti re-trim, regularly serviced by Volvo.  
Used on our tours and excursions.  
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B10 Premiere exec, with all extras, part  
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from new, MoT till 1998 ..... **£125,000**  
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seats, executive, MoT till June 1997  
..... **£114,000**  
**1988 VOLVO/VAN HOOL**. 53 seats,  
MoT till Nov 1997 ..... **£63,500**  
**1987 VOLVO/VAN HOOL**. 53 seats,  
MoT till Aug 1997 ..... **£57,500**  
**1987 VOLVO/VAN HOOL**. 49 seats,  
executive, air con, MoT till Sept 1997  
..... **£58,500**  
**1979 FORD/PLAXTON**. 53 seats, MoT  
..... **£2,500**  
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**1987 (D) DODGE**. 25 seater service  
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**Leyland Tiger Paramount 35**, 1983,  
reconditioned engine, 49  
retrimmed seats in graffiti, offside  
rear toilet, TV, video, excellent con-  
dition, MoT July '97 ..... **£19,500**

**1982 DAF MB200 Mark V**, 52 seats,  
re-trimmed graffiti, toilet, TV,  
video, recent engine overhaul,  
excellent condition, MoT  
May '97 ..... **£13,500**

**1982 FORD DOMINANT IV**, MoT June  
'97, 51 semi-recliners, excellent  
moquette ..... **£4,500**

**1980 FORD DOMINANT II**, MoT  
December '97, excellent condition  
for year, 53 seats ..... **£3,000**

**1989 TOYOTA OPTIMO**, 6 cylinder  
turbo executive, 18 seats and  
courier and servery, MoT  
May '97 ..... **£14,000**

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**1989 'F' REG LEYLAND TIGER BUS**, 55  
seater + 23 Standaes, £42,000. 1986 'C'  
reg Leyland Tiger coach, 51 seats,  
£32,000. 1979 'T' reg Daimler Double  
Deck, 83 seats, £5000. **Tel: 01594**  
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**1991 MERCEDES 811**, 33 seats, Coach  
Body with full spec. White, MoT July  
1997, owned since new ..... **£25,000**

**1985 MAN REEVE BURGESS**, 32  
seater, one previous owner, coach spec,  
Air door, MoT July 1997 ..... **£10,000 ono**

**1983 MERCEDES 307D**, 12 seater,  
white, 3 point seatbelts, excellent spec,  
MoT Nov 1997 ..... **£3,500 ono**

**1978 VOLVO B58 VIEWMASTER** with  
Paramount rear end, 53 seats, Trim in  
excellent condition, Full engine over-  
haul, 12 month MoT ..... **£10,000**

**1979 LEOPARD**, Duple body, Rural dip-  
tac spec, semi auto, MoT Aug 1997  
..... **£3,500 ono**

**1981 LEOPARD**, Plaxton Body, 53  
seater, semi auto, MoT Nov 1997 ..... **£7,000**

ALL THE ABOVE IN GOOD CONDITION, WE  
WILL PAINT TO YOUR COLOURS IF REQUIRED

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THE FINISHED PANEL AND PAINTWORK CAN BE  
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1989 'G' MERCEDES V8 SANUS CHARISMA, high floor 6 speed ZF, 49 recliners + courier in grey theme, bunk, centre sunken toilet, drinks, continental door, radio, PA, wired 2 TV's + video, brilliant heating system + Webasto, in event of fine weather, air conditioning, painted white two pack, tested Feb 1998.

1988 'E' DAF SB PLAXTON 3200 INTEGRAL, 55 seats, recently trimmed in brown theme, 6 speed ZF, tinted windows, POD, high payload, vast luggage space, painted white two pack, tested Jan 1998.

1987 VOLVO B10M MK II DUPLÉ 340 6 SPEED ZF, 53 recliners, newly trimmed in grey/red harlequin moquette, rear sunken toilet, drinks, continental door, double glazed, curtains, video with three monitors, painted two pack white, tested Feb 98.

1987 TALBOT EXPRESS, 14 seater, tested Feb 98.

1986 VOLVO B10M MK II AUTO PLAXTON PARAMOUNT 3200, fully re-panelled, retrimmed in Graffiti, 53 + courier, discreet wheelchair lift plus floor fixing, tested March 98, painted to your choice.

1986 MERCEDES 310, white exterior, blue interior, tested May 98.

1986 MERCEDES 608D, 20 seater service bus, tested Feb 98.

1984 SCANIA K112, Jonckheere P50, 53 seats in brown/orange, fully overhauled body, 2 pack white, tested April 98.

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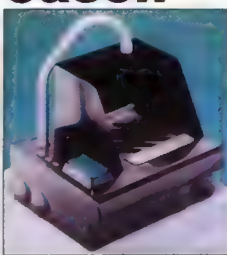
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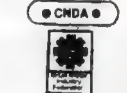
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Coach and Bus Week ending 15 March 1997



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The Council will be inviting tenders during 1997 for local bus and school transport Contracts in the Berwick, Wooler, Seahouses and Alnwick areas of Northumberland.

Invitations to tender will be issued from May onwards. These will be sent automatically to public transport operators who have applied to be included on the Council's Circulation List for Tenders for Public and School Transport Contracts.

If you are not already on this Circulation List and wish to be included, or require further information about the services to be tendered, please ring Rob Jones on (01670) 533986 or write to the following address: Section Manager (Public Transport) Highways and Transport Division, Technical Services Directorate, County Hall, Morpeth, Northumberland NE61 2EF. Fax (01670) 533035

**Northumberland**

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For a full list of vehicles or confirmation of their availability at this auction call the above number on your fax machine and press start when indicated. Calls charged at 50p/min daytime and 45p/min evenings and weekends

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68951/AUC

Coach and Bus Week ending 15 March 1997

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# Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

## Nottinghamshire County Council Planning and Economic Development

### TRANSPORT ACT 1985 Provision of Local Bus Services

Tenders are invited for a number of services which will form part of Nottinghamshire County Council's "Sherwood Forester" Leisure Bus Network 1997.

The contracts will commence in May 1997 and will terminate in September 1997. For a detailed Specification, Invitation to Tender and Conditions of Contract please contact:

Nottinghamshire County Council  
Public Transport Group, Trent Bridge House, Fox Road,  
West Bridgford, Nottingham NG2 6BJ  
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Fax: Nottingham (0115) 977 4353

The closing date for submission of tenders is 10.00 a.m. on Wednesday 9 April 1997.



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Neil Pegg, Operations Director  
20a Wintersells Road, Byfleet, Surrey KT14 7LF  
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69099/APP

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- to ensure that the planned maintenance of the fleet meets with the Company's and Department of Transport standards
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- to manage and motivate the engineering staff to maintain a high quality product.

The successful applicant will have had extensive PSV/haulage engineering experience and ideally will have already held a senior supervisory position.

If you meet these requirements and are looking for a position in which to expand your career, please send your application, together with full CV, to:

Mr G. Raven  
Engineering Director  
North Western Road Car Company Limited  
73 Ormskirk Road  
Aintree, Liverpool, L9 5AE

By no later than 24th March 1997

68970/APP

## OPERATING MANAGER

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You will operate services to agreed standards of quality including ISO9001 and the Investors in People national standard. Responsive human resource management and the development of positive customer relations are key responsibilities.

To effectively carry out this challenging, change orientated role, you will need to be able to demonstrate line management experience and well developed organisational, negotiating, decision making, analytical and leadership qualities. Ideally you will be a member of the CIT, IRTE or hold another relevant professional qualification and be in possession of a CPC.

CentreWest has a contributory pension scheme and the successful applicant will receive travel facilities on London's buses.

Further information on this post can be obtained from Jeff Tucker, General Manager - Ealing Buses on 0181 575 3655.

Applicants should apply in writing, including a comprehensive Curriculum Vitae to the Personnel Manager, CentreWest London Buses Limited, 3rd Floor, Macmillan House, Paddington Station, London W2 1TY by Thursday 27 March 1997.

**CENTREWEST**

Coach and Bus Week ending 15 March 1997



# You know the name..... but what's the number?

## FIND IT HERE IN THE INSTANT PHONE GUIDE

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South East ..... 01293 525155  
East Anglia ..... 01603 788251  
South Coast ..... 01202 676040  
South West ..... 01454 620515  
Wales ..... 01792 790060  
Midlands ..... 0116 275 0271  
North ..... 0161 624 0025  
Tyneside & Cumbria .. 0191 491 0529  
Scotland South ..... 0141 347 1066  
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Roadlink International  
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Belaco Ltd, Brake linings  
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London: 01932-569 177

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Bus & Coach Glazing (Barrhead)  
tel: 0141 8761177  
Bus & Coach Glazing (Ware)  
tel: 01920 485996  
Freephone: 0800 220077  
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Consultants tel: 01799 540513

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### F — F

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Toyota GB tel: 01737 785320  
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Transport Studies CPC, training  
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### U — U

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**A TO Z**  
**DIRECTORY**  
**Telephone Numbers at a Glance**

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Kirkby Coach and Bus  
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or N.E. Agent on 0860 795598

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### M — M

Mobile Vehicle Lifts – Prolift  
tel: 01432 350330

MAN Truck & Bus UK Ltd  
Swindon tel: 01793 490231

### P — P

Paul Gardner, Engineering Ltd  
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Plaxton Parts & Service  
Anston tel: 01909 551155  
Direct Parts tel: 01909 550044

Plaxton Parts & Service  
Barrhead tel: 0141 8815625  
Direct Parts tel: 0141 880 8008

Plaxton Parts & Service  
Ware tel: 01920 462383

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Tel: 01278 424713  
Fax: 01278 425958

Prolift, Mobile Vehicle Lifts  
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### R — R

Reg. Plates, Tayside Numbers:  
tel: 01382 350245

Registrations:  
National Numbers  
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**Coach and Bus Week – Tel: 01733 467144**



## ▼ Coach and Bus

## Mitchell is GMBN md

Grampian Transport chief takes over from Alan Westwell

Dr Mike Mitchell, managing director of Aberdeen-based Grampian Transport, has been appointed managing director of Greater Manchester Buses North with immediate effect. He replaces Dr Alan Westwell OBE, who has led GMBN since its acquisition last year and is now leaving the group.

Dr Mitchell, who joined Grampian Transport in October 1994, will remain as the FirstBus subsidiary's md for an unspecified interim period so as to complete ongoing projects, a company spokes-

by Ian Martin

woman explained.

However, the bulk of his role will be assumed

by Grampian Transport depot manager and director George Mair who, with immediate effect, is appointed director and general manager.

Dr Mitchell said: "I am grateful for all the support which staff at all levels have given me in keeping Grampian one of the leading companies in the FirstBus group. This is a first-rate company with excellent staff, and the success made of Gold service is just one example of the level of achievement the team is capable of."

CBW



Mike Mitchell: still Grampian md



Chris Wales: pursuing career in conferencing

## ▼ Ferry

## Wales quits Wightlink

CHRIS Wales has quit his position of general sales manager at Wightlink Isle of Wight Ferries to pursue a career in the conference sector.

Mr Wales, who is also chairman of the CTC, joined the Portsmouth-based ferry operator in 1995. His replacement is Bill Kennerley, Wightlink's commercial sales manager.



The PSV Industry's news weekly

Payment (please tick as appropriate)

## Coach and Bus Week

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UK	£49.00	£88.00	£125.00
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PLEASE ANSWER THE FOLLOWING QUESTIONS.  
YOUR COMPANY DETAILS

## 1. What is your primary job title?

(Tick one only)

- Owner/Director ..... ☐ 01  
 Senior/General Manager ..... ☐ 02  
 Engineering/Service Manager ..... ☐ 03  
 Other (please specify) ..... ☐ 04

## 2. What is your company's main business function?

- Bus Operator ..... ☐ 01  
 Coach Operator ..... ☐ 05  
 Coach & Bus Operator ..... ☐ 02  
 Local Government ..... ☐ 03  
 Other (please specify) ..... ☐ 04

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## 3. How many vehicles does your company own/operate?

(Tick all that apply)

- |          | Buses                       | Coaches                     |
|----------|-----------------------------|-----------------------------|
| 1-5      | <input type="checkbox"/> 01 | <input type="checkbox"/> 10 |
| 6-10     | <input type="checkbox"/> 02 | <input type="checkbox"/> 11 |
| 11-15    | <input type="checkbox"/> 03 | <input type="checkbox"/> 12 |
| 16-25    | <input type="checkbox"/> 04 | <input type="checkbox"/> 13 |
| 26-39    | <input type="checkbox"/> 05 | <input type="checkbox"/> 14 |
| 40-100   | <input type="checkbox"/> 06 | <input type="checkbox"/> 15 |
| 101-400  | <input type="checkbox"/> 07 | <input type="checkbox"/> 16 |
| 401-1000 | <input type="checkbox"/> 08 | <input type="checkbox"/> 17 |
| 1000+    | <input type="checkbox"/> 09 | <input type="checkbox"/> 18 |

4. Do you have responsibility for the recommendation/  
purchase and/or specification of the following?

(Tick all that apply)

- |                          | Pur                         | Spec                        | Rec                         |
|--------------------------|-----------------------------|-----------------------------|-----------------------------|
| Vehicles                 | <input type="checkbox"/> 01 | <input type="checkbox"/> 12 | <input type="checkbox"/> 23 |
| Parts/Spares             | <input type="checkbox"/> 02 | <input type="checkbox"/> 13 | <input type="checkbox"/> 24 |
| Oil/Fuel                 | <input type="checkbox"/> 03 | <input type="checkbox"/> 14 | <input type="checkbox"/> 25 |
| Breakdown                | <input type="checkbox"/> 04 | <input type="checkbox"/> 15 | <input type="checkbox"/> 26 |
| Insurance/Finance        | <input type="checkbox"/> 05 | <input type="checkbox"/> 16 | <input type="checkbox"/> 27 |
| Fuel Cards               | <input type="checkbox"/> 06 | <input type="checkbox"/> 17 | <input type="checkbox"/> 28 |
| Training                 | <input type="checkbox"/> 07 | <input type="checkbox"/> 18 | <input type="checkbox"/> 29 |
| Venue/Attraction Tickets | <input type="checkbox"/> 08 | <input type="checkbox"/> 19 | <input type="checkbox"/> 30 |
| Ferry Crossing           | <input type="checkbox"/> 09 | <input type="checkbox"/> 20 | <input type="checkbox"/> 31 |
| Hotel Bookings           | <input type="checkbox"/> 10 | <input type="checkbox"/> 21 | <input type="checkbox"/> 32 |
| Theatre Tickets          | <input type="checkbox"/> 11 | <input type="checkbox"/> 22 | <input type="checkbox"/> 33 |
| Other (please specify)   |                             |                             | <input type="checkbox"/> 34 |

## 5. What type of work does your company undertake?

(Tick all that apply)

- Private Hire ..... ☐ 01  
 Day Excursions ..... ☐ 02  
 British Tours ..... ☐ 03  
 European Tours ..... ☐ 04  
 Local Government Contracts ..... ☐ 05  
 Emergency/Breakdown Services ..... ☐ 06

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Expiry date ...../...../.....

By invoice: Please invoice my company ☐

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Signed .....

Name .....

Job Title .....

Company .....

Address .....

Postcode ..... Tel: .....

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